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CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

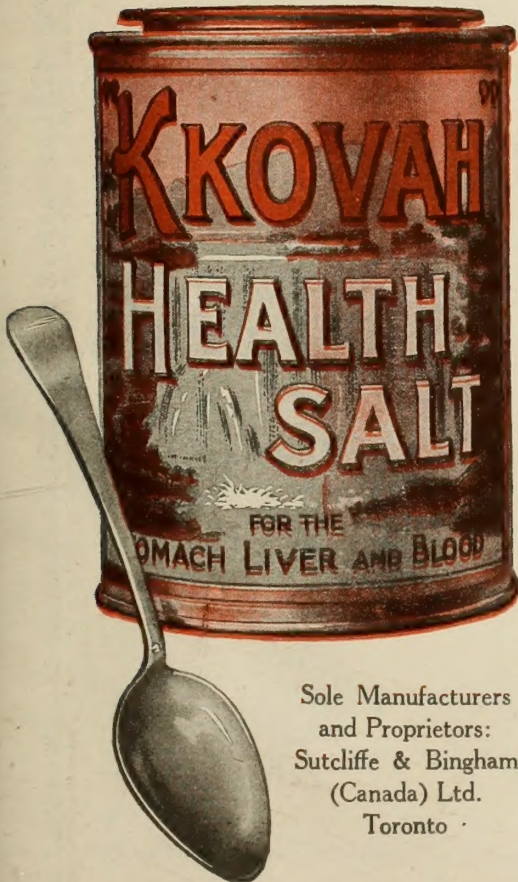
PUBLICATION OFFICE : TORONTO, APRIL 4, 1919

No. 14

Kkovah Health Salt

*A teaspoonful in the
morning makes life
worth living—*

*Makes you fit—
Keeps you fit—*



GOOD BUSINESS !

Kkovah Health Salt means good business for you, because it sells at sight—there's no risk of dead stock! It is a saline of the highest quality, possessing tonic properties of unusual merit.

Make a display—it will sell itself. Extensive advertising creates the demand—its superior quality brings repeats.

Made in Canada

Sole Manufacturers
and Proprietors:
Sutcliffe & Bingham
(Canada) Ltd.
Toronto

Selling Agents:
Maclure & Langley, Ltd., Front St. East,
Toronto

Now for SPRING, House-cleaning and O-Cedar Polish



ALWAYS saleable articles, always in steady demand, O-Cedar Polish and the O-Cedar Polish Mop attain the zenith of their sales in March, April and May.

So important are these products as an aid to Spring house-cleaning, that the up-to-date housewife would be as likely to attempt her annual clean-up without soap as she would be to start house-cleaning without a supply of O-Cedar Polish or without an O-Cedar Polish Mop.

Now's the time to put in a window display of these products. Now's the time to ask your customers if their old mops are worn out.

Get the benefit of this big demand that comes in the Spring—display O-Cedar products, together with O-Cedar signs and cards. Remind the women you have O-Cedar products—and this line—so splendidly advertised at this season and so fully appreciated by your customers—will practically sell itself.

CHANNELL CHEMICAL COMPANY, LIMITED TORONTO



Borden's



A Leader
Since 1857

Purity and Quality
and Consumer Publicity
keep Borden's Brand of
Milk moving rapidly off
the Grocers shelves

Every Can in every
Case is a Can of
Quality and will give
satisfaction

Whether a customer
specifies Borden's or not
she usually means Borden's
when she asks for
something in the Con-
densed Milk line

Here's a Borden Group

- Borden's Eagle Brand
Condensed Milk
- Borden's (St. Charles)
Evaporated Milk
- Borden's Reindeer Con-
densed Milk
- Borden's Reindeer Caf-
fee, and
- Borden's Reindeer
Cocoa.



Another Well Liked
Borden Line

"Leaders of Quality"

Borden Milk Co., Limited

MONTREAL and VANCOUVER



WE SOLICIT YOUR ENQUIRIES FOR

Cream of Tartar
 Cream of Tartar Substitute
 Bicarbonate of Soda
 Borax, Glycerine, Blue Vitriol
 Citric Acid, Tartaric Acid
 English Castor Oil

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

B. & S. H. THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.

Sell Your Customers Good Brooms

—and Make Certain They'll Come Back

The best Broom made is Simms' Broom. The finest selected Corn only is used in the Simms' Broom.

And the Simms' Broom is put together to *stay together*.

There is nothing that annoys a woman more than a broom that sheds its stock over the floor behind her.

Sell her a
 Simms' Broom
 and help her
 to avoid this.



*Write for
 our Price Lists*

Get in a good supply of these
 Best of Better Brooms.

Substantial profits---and re-sales
 assured.

T. S. SIMMS & CO., Limited
 ST. JOHN, N.B.

Branches: Montreal Toronto London

CLARK'S PREPARED FOODS



The Popular
MADE IN
CANADA
FOOD
SPECIALTIES



Pork and Beans	Corned Beef	Ox Tongues
Beefsteak and Onions	Cambridge Sausage	
Boneless Pigs' Feet	Potted Meats	English Brawn
Concentrated Soups	Tomato Ketchup	
Sliced Smoked Beef	Stewed Kidney	Loaf Meats
Spaghetti with Tomato Sauce and Cheese, etc.		

Buy Canadian Goods—Keep Canadians Busy

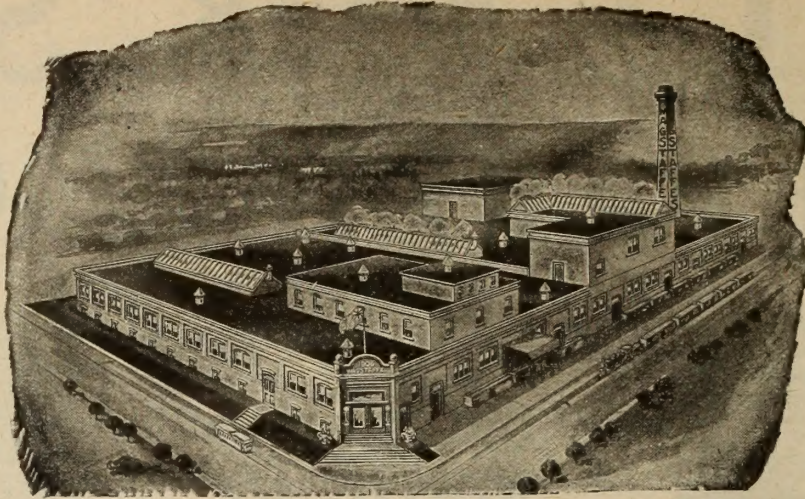
W. Clark, Limited

Clark's

MONTREAL

Canada Food Board License No. 14-216

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

Order from Your Wholesale Grocer

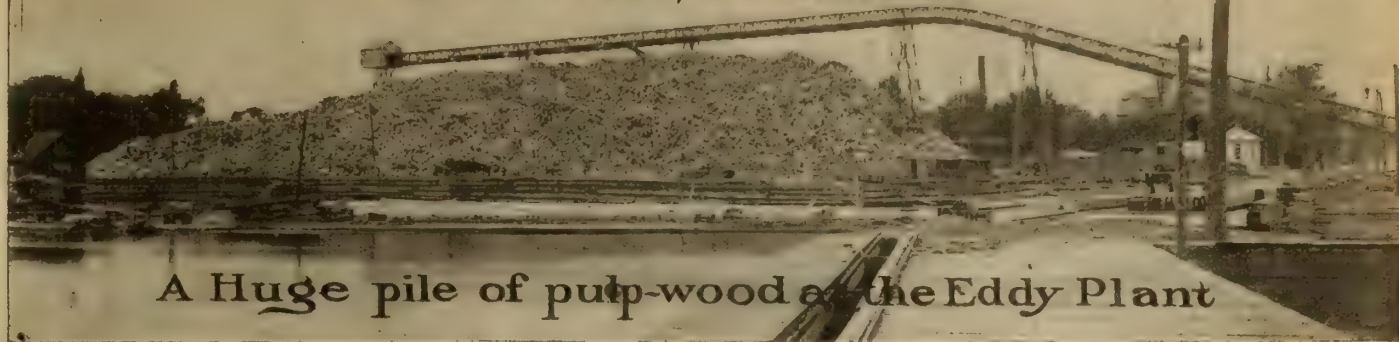
WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated April 4, 1919

Being No. 28 in the Series

MAKING THE "SULPHITE" FOR THE SULPHITE PULP PROCESS

CANADIAN limestone and the purest of spring water combine with Louisiana sulphur of the finest importation at the E. B. Eddy Plant to produce the bisulphite of lime required for use in the making of sulphite pulp. Looking across the Ottawa River from the heights on the Ottawa side you can see the yellow piles of sulphur in the grounds of the Eddy plant ready for use. As it takes some 250 to 300 pounds of sulphur to make a ton of air-dry pulp, and the Eddy Company turn out over a hundred tons of paper a day, you can realize that a good deal of sulphur is used. But the supply so far seems to be inexhaustible. It is brought up by steam pressure from deep wells in Louisiana, and the sulphur used by the Eddy Company is 99 per cent. pure.

In the process of making the bisulphite of lime the sulphur is burned in great ovens which develop terrific heat, and a very distinct sulphurous whiff when you come close to them. They are revolving ovens, and slowly turn while in operation, showing through the vent holes in their doors, the lambent blue flames of the burning sulphur within. By an ingenious contrivance invented, built and patented by Eddy Company employees, the oven doors remain still, though the cylindrical ovens keep turning, and thus there is no risk of accident to the men who open them to replenish the supply of sulphur.

From the ovens the sulphur goes in the form of gas mingled with air, through great lead pipes which are doubled and tripled with many turns in a water cooling tank, and this sulphurous gas then finds its way into the bottom of the tall, brick-lined, concrete tower in which the bisulphite of lime is made. A glimpse of this tower was given in the illustration in an earlier article, showing where the logs first arrive at the Eddy plant. What happens inside the tower will be told in the next article.

Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become pulp, paper, or matches, illustrating the Eddy Motto:

"From the Tree to the Trade"

Eddy's Silent 5 Matches



BOWSER

ESTABLISHED 1885

GIVE A LIFETIME
OF
SERVICE

SYSTEMS

THE STANDARD ALWAYS

BOWSER outfits have been perfected through our thirty-four years' experience in designing and building Oil Storage Equipment of all kinds for grocery and general stores. Many BOWSER outfits have been in use over twenty-five years and are still giving accurate measure and complete satisfaction.

There is a **BOWSER** Outfit for You

Think what it would mean to you to install such equipment. Remember a BOWSER outfit will handle your oil business with absolute accuracy—safety from fire and explosion—give you a clean store—pleased customers; all of which means continued increased profits for you.

We will be glad to give you complete information upon request.

S. F. Bowser & Co., Inc., 66-68 Frazer Ave., TORONTO, ONT.

Sales Offices In All Centers

Representatives Everywhere

Keep them moving off Your shelves

Never lose an opportunity to introduce Malcolm Milk Products to your customers.

When the housewife asks you for a tin of condensed milk or for a good ready-made coffee, fill her order from your stock of Malcolm's. She'll like them—that's certain—and her appreciation will mean more sales for you.

Get your Malcolm Stock in display.

The
Malcolm Condensing Co.

Limited

St. George

Ontario

An All-Canadian Condensed Milk Co.



Five-case lots distributed to any point in Ontario, Quebec, or the Maritime Provinces, and freight paid up to 50c per 100 lbs.

BEWARE CHECK CROOKS

IF you were to refuse to be interested in the Dimunette Check Protector you would save yourself no more than ten dollars.

On the other hand, you might at the same time lose every cent you own.

For what safeguard, what evidence have you to show of your own care, if the bank cashes any check issued by you without "effectual protection."

A pen and ink—a bottle of acid—and someone of the many people who may handle your check before it gets to the bank—

—And poverty, absolute stark ruin, may stare you in the face.

Last year check crooks cleaned up over \$20,000,000 by raising and altering checks lacking proper protection.

Business men all over the continent are becoming wide awake to the situation. The jobbers in the grocery trade are uniting to help ward off the check crooks.

A shipment of "Dimunette" Check Protectors has been secured. This simple, sturdy approved device is made by the oldest concern of its kind in the world. Through the "Dimunette" it is now possible for every merchant to get standard protection at the lowest possible cost.

A ten dollar bill buys the "Dimunette." One operation and your check—personal or business—is protected. It defies the wiles and skill of any check crook. It is true this Check Protector may never save you a cent—it may save you every dollar you are worth.

DIMUNETTE

CHECK PROTECTOR
For Personal and Business Use

For the sake of ten dollars you simply can't afford to leave your bank account without the positive surety of this *legal* safeguard. Ask the next jobber's representative who calls. He can supply you with a Dimunette in a few hours.

By "Standard Check Protection" is meant that process which shreds the paper and impregnates the fibre with acid-proof ink. *Standard Protection* has never failed.

If your jobber can't supply you, write us at once.

**W. G. PATRICK
& CO., Limited**

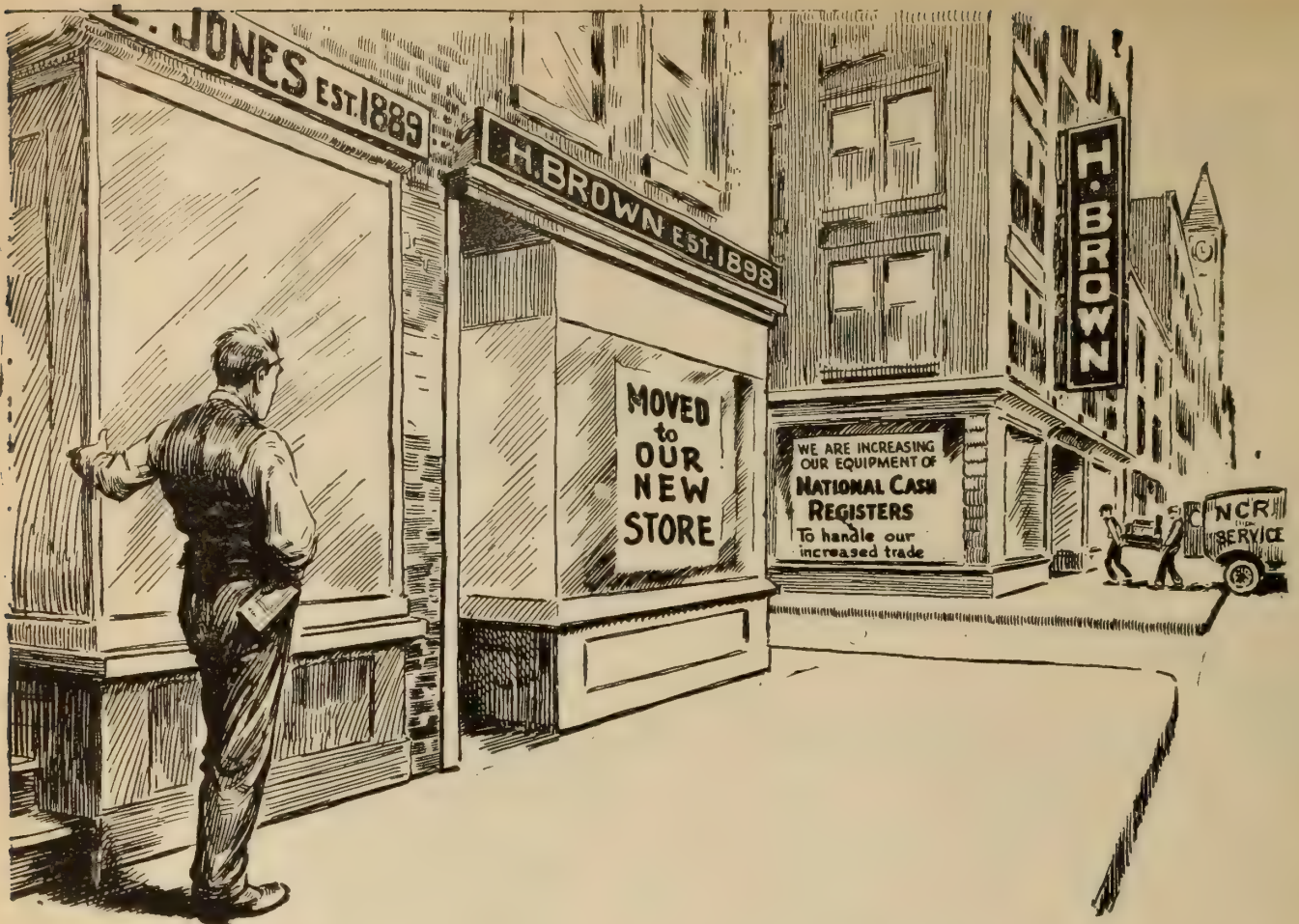
*Canadian Distributors for Defiance
Check Writer Corporation*

MONTREAL WINNIPEG TORONTO



Illustration
is one-half
actual size
of machine

Finished
in brushed
bronze
effect with
black and
nickel
trimming



Use an up-to-date N. C. R. System and match your neighbor's success!

The merchant who combines a cash register system with progressive merchandising is bound to grow.

The merchant who handles his money and accounts slowly by hand instead of quickly by machinery, cannot meet competition.

An up-to-date N. C. R. System protects hard-earned profits; increases trade;

cuts down expenses; makes clerks more efficient; stops errors, losses, and disputes; speeds up the business.

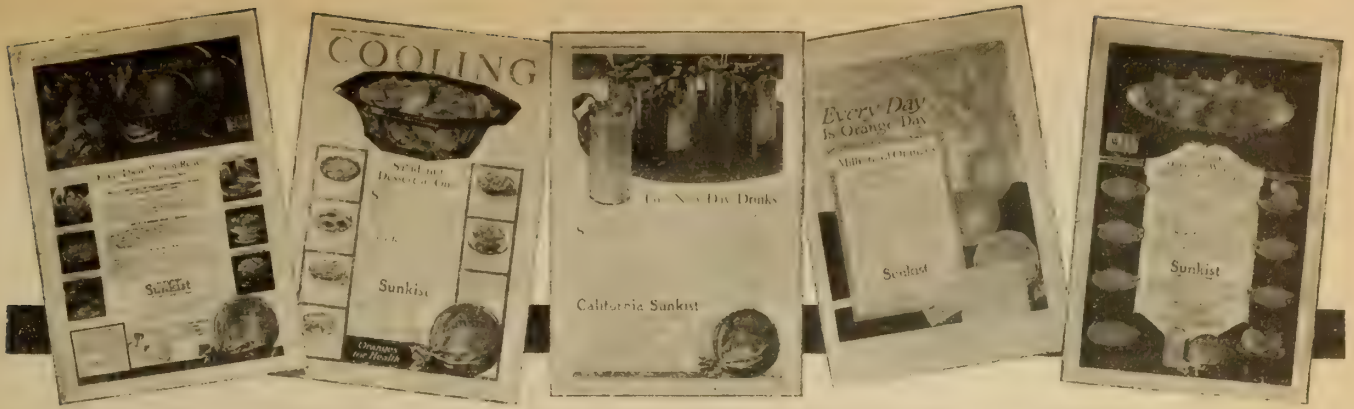
Every merchant needs the help of an up-to-date N. C. R. System in handling his money and accounts.

An N. C. R. System is within the reach of everybody. The payments are easy and the machine will more than pay for itself out of what it saves.

An N. C. N. System is a modern business necessity

The National Cash Register Company of Canada, Ltd.
Toronto, Ont.

Offices in all the principal cities of the world



Full page advertisements appearing in color in the Saturday Evening Post and Ladies' Home Journal

Display Oranges

Get more Profits from Sunkist Advertising

NO fresh fruit is so extensively advertised as are California oranges.

In summer, winter, spring and fall millions of advertising messages tell people to eat more oranges because of their luscious healthfulness.

For ten years this educational advertising has been making its impression.

Magazines, newspapers, posters, street car cards and recipe books have told people about the good in oranges. They are no longer a seasonal luxury. People buy and eat them every day in the year.

Nearly twice as many oranges are retailed now in a normal year as were retailed ten years ago.

New groves are coming into bearing—and the advertising has been increased.

So oranges have now become the staple year-'round fresh fruit.

Every retail merchant who makes attractive displays of oranges helps himself to cash in on this widespread advertising of the California Fruit Growers Exchange—particularly if he displays

Sunkist

Uniformly Good Oranges

Put oranges in your window. Let people know you are headquarters for Sunkist. A fancy display is unnecessary. A big mass of bright colored California oranges is the most effective display you can make.



We will gladly give you attractive window cards and display material that will help you capitalize on this advertising.

Send for a set. Make your windows pay. Mark this coupon for your convenience.

California Fruit Growers Exchange

Co-operative Organization
of 8,500 Growers
Los Angeles, Cal.

**California
Fruit Growers
Exchange**

Dealer Service
Dept., Los Angeles, Cal.:

Send me your Dealer's Choice Plan on which I can make my own selection of display material.

Name _____

Street _____

City _____

Province _____



WHEN you say "ROYAL ACADIA" in response to your customer's sugar order, you are suggesting a sweetener that will meet with her every expectation. You can buy Royal Acadia in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

*Every Grain
Pure Cane*

The Acadia Sugar Refining Co.

HALIFAX, CANADA

Limited

Safety



Sanitation

Simplicity

The Essence of Successful Preserving
Fruit Jars with those Essentials Guaranteed
PERFECT SEAL

CROWN



Screw Top

Easy to Operate

The Rubber Ring
Seals the Jar

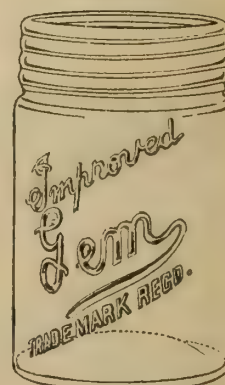


Lightning Fastener

Reliable

Extra Quality Rubber Ring
in Each Jar

GEM



Screw Top

Lessen labor—Buy good jars—Ensure Success—Procure your supplies NOW through the jobbers.

Dominion Glass Company, Limited, Toronto, Hamilton, Montreal, Wallaceburg, Redcliff

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers, Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us. Established here 1900.
Correspondence Solicited.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

When answering

Advertisements please mention

Canadian Grocer

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Truck facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG

and
Winnipeg Warehousing Co.



Connect with the Western Market Through This House

There is an organization fully equipped in every way to introduce your product and push it in a way that spells quick, profitable returns. Some of our salesmen do retail selling exclusively.

We are agents for Christie's Biscuits and
Robertson's Confectionery.

SCOTT-BATHGATE CO., LTD.

149 Notre Dame Ave. E., WINNIPEG

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does detail work.

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

MacDONALD BROKERAGE CO.

ARE YOU SEEKING REPRESENTATION
IN ANY PART OF CANADA?

Through our complete organization we are in a position to represent some good grocery specialty lines. If interested, address Box 494, Canadian Grocer.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention.
From Port Arthur to the Rockies we represent, among other lines, the products of
Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

DO YOU NEED ANYTHING ?

If so, turn to page 64 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

We represent

W. C. Macdonald, Reg'd.

W. Clark, Limited.

Maple Tree Producers' Assn.

Lindners, Limited.

Aunt Jemima Mills Co.

Penick & Ford, Limited.

Marshall Milling Co.

Rosenberg Bros. & Co.

Pratt-Low Pres'g Co.

H. Bell-Irving Co., Ltd.

Hargreaves Canada, Ltd.,

etc., etc.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON
GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties
12 FRONT ST. EAST, TORONTO

H. D. MARSHALL
Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

EVERY DOG OWNER
throughout the World
Knows

SPRATT'S DOG CAKES and PUPPY BISCUITS

Will you cater for
those in your town?

Ask your jobber for them or write for
samples and prices to

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker, Flour, Feed, Provisions

84 Peter Street, Quebec

I am buyer of Peas, Beans and all kinds of
Feeds and Grains.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

MARITIME PROVINCES

J. W. DION

17 St. James St., Quebec

**Wholesale Broker
and
Commission Agent**

Fish, Fish Oils, Barrel Pork, Lard, Shortenings, Fresh Meat, Canned Goods, Eggs, etc.

Schofield & Beer, St. John, N.B.

Manufacturers Agents

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

*MANUFACTURERS' AGENTS AND
GROCERY BROKERS*

47-49 Upper Water St., Halifax, N.S.

**SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS**

ATLANTIC MILLING CO., Limited PICTOU, N.S.

Wholesale Grocers, Millers Agents

*Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.*

The Colwell Brokerage Co., Ltd.

Mdsc. Brokers, Man'f's Agents

Liberal Advances Made on Consignments

18 Germain St., St. John, N.B.

**When Writing to Advertisers Kindly
Mention this Paper.**

MANUFACTURES OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

Genest, Genest, Limited,

Board of Trade
Building

Montreal

**EL ROI-TAN PERFECT
CIGAR**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

106 Hbbben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

KELLEY-CLARKE CO. VANCOUVER, B.C. GROCERY AND SALMON BROKERS MANUFACTURERS' AGENTS

Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES
May we include yours among the quality products we are now successfully representing in this field? Particulars from
J. L. TORRY & CO.
Importers and Exporters VANCOUVER

W. H. HIND & Co.
WHOLESALE GROCERY BROKERS
MANUFACTURERS' AGENTS
28 Imperial Blk., Vancouver, B. C.
Let us discuss this territory with you

Mention This Paper When Writing Advertisers.

LITTLE BROS. LTD., VANCOUVER, B.C.

Established 15 Years. Live Staff of Salesmen. First-Class Storage and Warehouse Facilities.
We can place one or two good specialty lines on the B.C. market. If you want live representation, write us to-day.



ALBATROSS BRAND
TRADE MARK

CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**



PILCHARD

(EMPTY CONTENTS AND COOKING INSTRUCTIONS)

DIRECTIONS:
WHEN REQUIRED
NOT PLACED IN THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like **ALBATROSS BRAND PILCHARD**

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

"PRIMROSE" PILCHARDS

*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

DESICCATED COCOANUT

We import direct from our own
mills at Colombo, Ceylon, and stand
behind the quality of our goods.
The prices we quote are rock-
bottom. Let us quote you on your
next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina,
Saskatoon, Moose Jaw; Tees & Persse of Alberta,
Ltd., Calgary, Edmonton. Newton A. Hill, Toronto,
Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream &
Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax,
N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Have Her Try B. B. Brand Rye Flour

She'll have an entirely new idea of how good Rye Flour can be once she tries B. B. Brand.
B. B. quality has placed Rye Flour in the staple foods class.

Rye Flour has a delicious flavor, and is more nutritious than the average wheat flour.

B. B. RYE FLOUR MILLS LTD., WINNIPEG

License Nos: 4-295, 4-075



Estd. 1905

R. G. Bedlington & Co., Ltd., Vancouver

Estd. 1905

are a firm of aggressive brokers that can give manufacturers satisfactory service. Drop a card for particulars.
IMPORTERS **EXPORTERS**

"It's Jake!"

Jake is a popular expression, but it is also the name of a particularly
delightful Sauce manufactured by us. In both cases the word signifies
"Nothing better."

Vancouver Pickle Co., Limited, Vancouver, B.C.

Watson's

**FISH PASTE
in 4 oz.
GLASS JARS**

**BLOATER
ANCHOVY
SARDINE
SALMON**

Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER



Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed

BY

The Nootka
Packing Co., Ltd.

NOOTKA, B.C.

Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold By Your Jobber

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B.C.

Wantmore PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts. Healthful, nutritious and palatable. Physicians recommend it for children. When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more. Its goodness will keep it repeating and you make a good profit on every sale. Ask your jobber for it, or write direct to us

R.L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

A palatable Tonic Wine

Made from extract of beef and carefully selected Port Wine.

Dr. Chiron's Invalid Tonic

is as palatable and as exhilarating as the wines of former days. The only difference is the percentage of alcohol.

A clean, wholesome, blood-enriching home beverage that you can honestly recommend.

The Wholesale Grocery Trade handles it.



Brotman Bros.

Manufacturers
WINNIPEG



The finest sealing medium known to-day for the packing of all kinds of food products is the Anchor Cap.

Vastly tighter than any other closure manufactured, it imparts an attractive sales-pulling appearance to a package and makes loss through leakage and spoiling practically impossible.

Illustrations at left show how quickly and easily the Anchor Cap may be removed by the consumer.

Send for descriptive booklets.

Invert the package, force a fork or other sharp-pointed instrument through the gasket—pry up an end—turn the package right side up again, grasp the loose end and pull out entire gasket.



Anchor Cap & Closure Corporation
of Canada, Limited

50 DOVERCOURT ROAD

--

--

TORONTO

"PRIDE OF CANADA"

PURE MAPLE SYRUP

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada



Marsh's Grape Juice

—The safest and surest Grape Juice for you to sell. Its pure Concord flavor appeals to all.

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

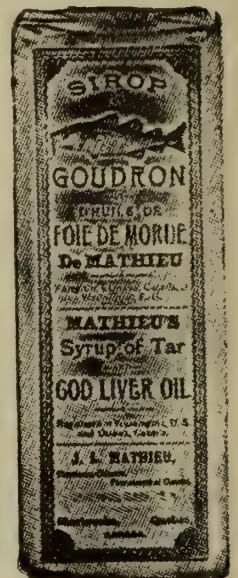
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited, Montreal, Que.

Tell Your Trade About This Mathieu Remedy

Among the people coming into your store every day are many to whom this little remedy would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of this Mathieu line before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for your store.

Send for a small trial order to-day.



J. L. Mathieu Co.,

Proprietors

SHERBROOKE

QUEBEC

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Eton & Co., Winnipeg; Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal.

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND



EUREKA REFRIGERATORS

are
Made in Canada
by
Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable
Built to last a Lifetime
Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound
Branches: Toronto, Hamilton, Montreal

Your Turnover Tells the Tale

Grocers need stock only one brand of raisins because there is only one nationally advertised brand—Sun-Maid. This condition assures a steady turnover. Grocers who display Sun-Maid Raisins make the most sales. Our continuous advertising helps.



SUN-MAID RAISINS

Sun-Maid Seeded (Seeds removed); Sun-Maid Seedless (grown without seeds); Sun-Maid Clusters (on the stem).

California Associated Raisin Co.

Membership 9,000 Growers
FRESNO, CALIFORNIA.

First of Season

California late Valencias
Fully matured good color and
flavor

Tomatoes (Peter's pack)

California Navels

Boxed Apples

Grapefruit

Celery

Head Lettuce

and other import specialties

Send in Your Order

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028

Chocolate Decorated EASTER EGGS

Buy Them Now

We have all sizes to retail at 5c., 10c., 20c., 25c., 75c., \$1.25, \$2.00 and \$3.00.

Also some good novelties in feather and cotton chicks, etc. Do not wait. Order while we have a good selection.

**Lauder's Fine Chocolates—
Cent Goods**

Chas. Lauder Co.

95 and 97 Ontario Street, Toronto



*Write us if
you want
more particu-
lars about
"BETTY"
BRAND
Condensed
Milk.*

Be Ready for the Big Demand!!!

"BETTY" BRAND Condensed (Sweetened) Milk is gaining favor at a rapid rate. Once your customers use it they can be counted on to come back for more. "BETTY" Milk is different to all others—it is superior. There is no peculiar flavor in "BETTY" Milk because it is absolutely pure, being made from the richest quality of milk, condensed to the consistency of cream and sweetened with pure sugar. There is a daily demand for "BETTY" BRAND Condensed Milk. Simply grand for Summer Homes and every household use. Recommended highly as an infant diet.

The Laing Produce and Storage Co., Ltd., Brockville, Ont.

Buy GOLDEN SHEAF Brand

**MACARONI
VERMICELLI
SPAGHETTI**

It's Good

Made from the best of Semolina
Wheat and Pure Spring Water.

Nutritious, Appetizing, Nourishing

Order from your wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co., Toronto, Montreal

Golden Sheaf Co., Limited
Montreal

MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**

THE MARVEL BAKERY WHERE

TELEPHONES
WESTMOUNT 3566-3567-3568*Dent Harrison*
KEEPS THE QUALITY UP

CORNER OF PRINCE ALBERT & SOMERVILLE AVES.

WESTMOUNT, P. Q.

A Peep Behind the Scene

The above cut shows how DENT HARRISON'S BREAD is baked.

The loaves to be baked enter the

Three Huge Travelling Ovens

at the end not shown and travel through the baking chamber very slowly, taking about thirty minutes to travel fifty feet. Then, being beautifully baked, they are automatically delivered on to a table in front of each oven. The bread is turned out of the pans on to a travelling conveyor and taken to the cooling room, ready to ship to

Our Country Customer

The bread is packed neatly in cartons of two, three and four dozen sizes, fruit cake in cartons of sixteen pounds, and mother's cakes in one dozen lots, shipped anywhere in the Province.

*Send us a trial order. Write, 'phone or wire
for quotations.*

Dent Harrison, Westmount, P. Q.

The House of Quality Fruits

THE FIRM FOR SERVICE

Established 1861

Fresh arrivals every day of all seasonable green vegetables: Lettuce, Radishes, Cauliflower, Parsley, Green Onions, Cucumbers.

Extra Fancy Florida [Tomatoes and Celery

We make a specialty of Tomatoes. We repack everything in our own warehouse. Every tomato sound and ready to use. Absolutely no waste to you.

Order a crate to-day.

Golden Orange Brand Sunkist Navels and RUBY BLOODS

Our Service Satisfies

HUGH WALKER & SON

GUELPH, ONTARIO

Another Step Forward

WE were among the first to put up tea in sealed packages.

We were the first to use automatic electric weighing machines, so as to insure accurate weights.

We were the first to make known the qualities of the now world-famous ASSAM teas.

And we are now the first to adopt a new package for the better protection of these fine quality teas.

The lead package has served its purpose well for generations, but it was easily broken or torn, allowing not only a loss of tea from the package, but exposing the tea to the air, odors and dust that it was so necessary to protect the tea against.

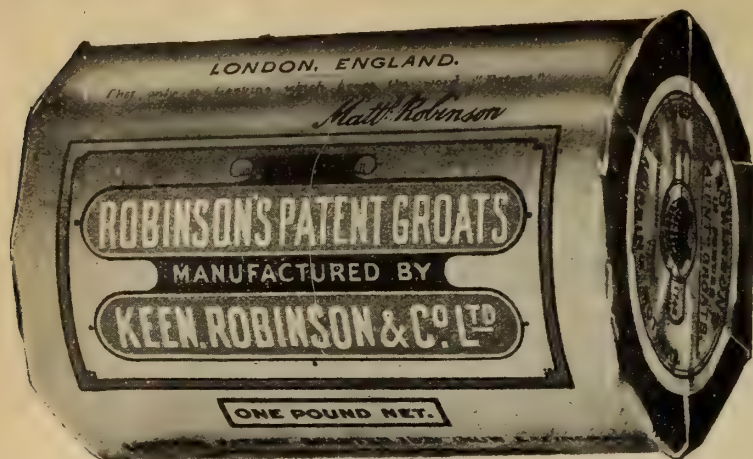
Our new package — the WAXED BOARD carton — is stronger, more secure, and more completely airtight; altogether the best container for tea that has yet been devised.

Ask one of our travellers to show you the Red Rose WAXED BOARD carton.

T. H. Estabrooks Co.
LIMITED

St. John Montreal Toronto Winnipeg Calgary





*Always
Popular—*

**Robinson's
"Patent" Barley
and
Robinson's
"Patent" Groats**

Satisfied customers are the rule where these two lines are concerned.

They are good repeaters and good profit makers.

How is your stock of Robinson's Barley and Groats?

Canadian Agents:

MAGOR, SON & CO., LIMITED, 191 St. Paul Street, MONTREAL
TORONTO BRANCH: 30 CHURCH STREET

If You're Looking for Better Western Representation

we will be very glad to give you all particulars about our efficient
Wholesale Grocery Organization with an

**Annual Purchasing Power of
Twelve and a Half Million Dollars**

Our connection covers the field thoroughly from the Great Lakes
to the Pacific Coast, and we represent nothing but first quality
products.

May we send you all particulars?

The Consolidated Purchasing Co., Ltd.
313-319 Pacific Ave., Winnipeg, Man.

E. Nicholson, Genl. Mgr.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, APRIL 4, 1919

No. 14

Few Buyers Ask for Ammonia by Brand

Would Not Be Shelf Room
For All the Brands—
Must Specialize

The main point brought out in this series of articles is that the dealer has first to be sold a given article; that once he gets behind it he can sell it to his customers. The reason a good dealer can do this is because he has the confidence of his customers. He has gained their confidence by giving value and selling satisfactory merchandise.

Investigations show that it is totally impossible for any merchant to stock every brand of every line offered him. He must choose from among a number one or two which, in his opinion, will bring him the most satisfactory returns, customer satisfaction included. He does not select a given brand for any one reason. Other things being equal he bases his selections on quality; or margin of profit; or how well he knows the manufacturer; or appearance of the package; or how much his customers already know about the goods; or how well he likes the traveling salesman, or on some other reason. The dealer requires a lot of information on a line before he can be induced to stock it.

The interviews further show that when a retailer does stock more than one brand of an article, he buys one in 5 to 10 case lots and more, whereas the others are bought in dozens or single cases. In most instances he is found to be SOLD himself on one and that is the line he gets behind. The following article on Ammonia Powder demonstrates actual conditions in retail stores bearing on the above points.—Editor's Note.

BENSON, Brothers, Guelph, Ont., stock practically only one brand of Ammonia Powder. They do at times carry a small lot of another brand, but the one first mentioned is the only one that is of any consequence in their business.

"We stock only this line, because to stock more extensively on such goods means that we have too large an amount of capital tied up in one line. Comparatively few people, we find, ask for Ammonia by brand name. When they do, we do not attempt to push the line we handle in a way that would annoy them. We merely tell them that we are selling

This series of articles based on the attitude of retailers to certain manufacturers and their goods demonstrates the important point that the retailer must be considered by the manufacturer when he is laying his plans for developing distribution.

"As a retailer who is trying to serve the public to the best of my ability," said one merchant the other day to CANADIAN GROCER, "I am firmly convinced that the manufacturer who co-operates most closely with the retailer in regard to his margin of profit and the assistance he gives him in selling his goods—providing the quality of his product is what it should be—is the manufacturer who is going to get the most out of the retail trade.

"Sometimes we merchants do not stand behind the manufacturer who stands back of us in the way we should. When we get fair treatment it is our duty to endeavor to get behind his goods because we need the manufacturer in our business just as much as he needs us," he added.

—brand, that we believe it to be one of the best, that probably other lines, including the one for which the customer asks, may be just as good, but that it is impossible to carry a good stock of all these brands without tying up more capital than the business in this particular item justified. There is no effort to induce the customer to change from the line she may ask for to the one we carry. We offer always to get the line required for her, but find that in the majority of such cases the customer is quite ready to take the line we carry."

Not Shelf Room Enough

"If we carried everything that people may happen to ask for, all the brands of various commodities, we would not have shelf room to display them," stated Mr. Heuther, of Heuther and Todd, Guelph, Ont. "It is necessary to decide on certain lines. You can't buy many lines such as Ammonia Powder," he stated, "in 25 case lots. We buy one brand that way, and stock two other brands as well. Our big sale is naturally for the brand we stock extensively. There are few people who ask for Ammonia Powder by brand name, and where they do in our experience it has been to ask for the line we carry most of.

"I cannot say that we definitely push this line in preference to the others we

Customers Ready to Accept
Word of Merchant Regarding
Lines He Carries

carry, but I suppose we just naturally hand it out to a customer who asked merely for Ammonia Powder. Sometimes too we make window displays of Ammonia Powder, in which case it would always be this particular brand that was displayed, as we do not as a rule carry enough of any other brand to make a creditable display. In our opinion it is necessary to concentrate on some line in a case like this in order to get the most out of it."

Reasons for Discontinuing

Hood and Benallick, also of Guelph, Ont., handle at the present time three lines of Ammonia Powder. They have handled two others at different times, but have since discontinued stocking them. In the one case this was due to a matter of price, and in the other to the fact that the package was considered to be too similar to another they were carrying and tended to cause confusion. Of the three lines they handle they stock two in about equal quantities, but the sale is mainly in one brand.

Mr. Benallick stated that this was not the result of the demand of the customer, as only a negligible number of people asked for Ammonia Powder by brand name, the big majority merely asking for Ammonia Powder.

"In that case," Mr. Benallick was asked, "what do you send?"

"We mostly send——, though we have clerks at special times who put up orders that are taken by other members of the staff; they might put in another brand that happened to be more ready to hand at the time, if the brand name were not stated, for myself I would choose—— unless a definite preference were stated. For one thing we have never had the slightest difficulty when we send out this line. It always sticks, probably because the customer knows more about it through the publicity that has been given to it, while sometimes when we have sent out other brands we have been asked to exchange them."

J. C. Hadden, Quebec street, Guelph, handles two brands of Ammonia Powder. Used to stock another brand, but finding that customers did not ask for the goods by name, he decided to curtail the number

of the varieties carried. Another brand he would not stock, because he said it was a 5-cent line, and he could see no reason for selling a 5-cent package when it was as easy to sell a 10-cent line.

Of the lines he carried, he gives the customer whatever brand he has most of at the moment, as a method of keeping his stock even, and finds no difficulty.

Stocks Only One Line

A. J. Groom, Guelph, Ont., stated that he used to handle a certain brand Ammonia Powder, but that for the past five years he has handled another exclusively.

"I liked the traveller who was handling that line," stated Mr. Groom. "We were in the market one time when he happened in, and he offered me a price on a quantity lot that looked all right so I took it, and I have been selling it exclusively ever since. We buy 50 cases at a time, and that quantity price gives us a nice margin on the line.

"There are times when customers ask for other lines, though such instances are infrequent in the case of Ammonia Powders. When they do we simply tell them that we carry only——, that we have chosen it because it is impossible to handle all brands, and handle them successfully, and that we have therefore decided upon the one that we believe to be the best. In adopting this course, as far as my memory serves me, we have never lost a sale."

J. A. Dwyer, Parry Sound, Ont., carries three lines of Ammonia Powder, but the bulk of his sales are in one of them, and have been for the past fifteen years. A good many customers, states Mr. Dwyer, now ask for Ammonia by brand name, though he does not know how this demand developed. Where they did not specify the brand he would give them——. He would do this, he states, because he buys this line in 5 case lots and gets a special price on it that makes it more profitable to handle.

Could Sell Any Quality Brand

H. C. Mohr, Milverton, Ont., sells only Ammonia Powder. He finds that practically no one asks for Ammonia by brand name, and he is confident that he could sell any other brand equally well. He has however been selling this line exclusively for several years, and has developed quite a sale for it.

Clause Walker, manager of the grocery department of Hope Bros., Preston, Ont., states that the store handles only two lines of Ammonia Powder. One of these brands sells much more readily and consequently in larger quantities than the other. Mr. Walker finds that some of his customers now ask for Ammonia by brand name, but invariably the line he has got behind for so many years. There are a good many people who do not do so. In these cases the store would sell them his favorite. Mr. Walker is confident that he could build up a demand for any line that he had confidence in. As an illustration, the store formerly handled another line of Ammonia Powder. They later had greater confidence in the line

now selling best and consequently sold it. In this they were aided by the customers' demand, but the real incentive to change the brand came entirely from the store.

W. R. Smith, Seaforth, Ont., handles only one brand. It has been the best seller for twelve or fifteen years. During that time they have tried other brands but have found that this brand sold most readily, and satisfied the customer best, so they have settled on this line and handle it exclusively.

Quality First, Then Profit

A. A. Cuthill, Seaforth, Ont., stocks two lines of Ammonia Powder but finds the bulk of his sales in——. This has been the case for fifteen years. He finds that few customers in his experience ask for Ammonia by brand name, and when they do he has confidence enough in this line to suggest it, as he is familiar with its quality and uses it in his own home.

"From our own viewpoint," Mr. Cuthill states, "we consider quality first, then profit. If we may use the term the most 'profitable profit' is the discount from large purchases and the saving in freight by purchase from as few wholesalers as possible. From the customers' side we endeavor to please, to satisfy them with every purchase. We never endeavor to change the customer to other brands unless we are convinced that these are superior to those we have in stock. Then we recommend them to our customers for trial and await results. In rural districts such as this one a great deal of dependence is placed upon the word of the merchant and therefore he has to be guarded in his recommendations to pronouncements upon the merits of any article he offers for sale."

Lewis and Kreig, Preston, Ont., stock four different brands of Ammonia Powder, but for two years past have been selling mostly——, and have been putting their efforts behind the sale in this line. "We believe in its quality," they state, "and we buy it in larger quantities and get a better price on it."

Confidence in Clerk a Factor

"There are very few people who ask for Ammonia by brand name, and when they do they can generally be persuaded to take some other line if they know the clerk and have confidence in him. As an instance, some time ago we used to handle practically all——. Then we stocked the brand we are featuring at present, and have practically no sale for the line that we formerly sold largely."

It is interesting to note that the line that has been discontinued by this firm is the same that represents the bulk of the sales in the store of Hope Brothers in the same town, where it might be presumed if the consumer demand was strong enough to influence the sales in one store, it would be strong enough to maintain the sales in the other.

C. A. Farmer, Perth, Ont., states, "Ammonia appears to be one line that is practically never asked for by brand name."

BRITISH GOVERNMENT WILL NOT REQUISITION SALMON PACK

The British Food Controller in a recent announcement stated definitely that it was not the intention of the Government to requisition the Canadian pack of canned salmon, as was done last season, nor yet to purchase the pack. The order announcing this decision is as follows:

"In order that canned goods importers and distributors may take the necessary steps for purchasing their supplies of the 1919 pack of American and Canadian canned salmon the food controller states it is not his present intention to purchase this pack or requisition the supplies on arrival in England. If, however, circumstances render it necessary, maximum prices may be imposed for the sale of this salmon."

THREE RIVERS HEARS T. EATON CO. WILL LOCATE BRANCH THERE

There is a report current at Three Rivers that the T. Eaton Company of Toronto is negotiating for the purchase of a large storehouse and salesrooms in that town.

Some weeks ago it was known and admitted that the company had been negotiating with the Quebec Railway, Light and Power Company for the purchase of, or, at least, the lease of their large seven-storey building in St. Roch, but nothing further had been heard.

It appears now that the Toronto firm is looking for a place at Three Rivers.

FOOD OFFICES CLOSED

The offices of the British Ministry of Food for Canada, Montreal, have been closed. These were operated under Lieut. F. H. Woodward, R.A.S.C. and the chief function of the Montreal office was to facilitate the handling of meats and provisions. The office also served a useful purpose in disseminating various information required by these in the trade, and others.

During the period of operation, this office is said to have assisted in the shipment of some 46,000 tons of food-stuffs to England and France. From this time forward, the business will be handled from New York, the office there being at Room 401, 165 Broadway.

GOVERNMENT WILL APPOINT COMMISSION TO INVESTIGATE

Ottawa, April 2.—The Government will appoint a commission composed of representatives of capital and labor to investigate conditions and devise measures to bring those two forces to an amicable understanding. Among those likely to be asked to act on this commission will be Tom Moore, President Beatty of the C.P.R., and a representative of the Great War Veterans. The big industrial interests, including steel, lumber and different manufactures, have been in consultation with the Department of Labor for some time on the proposition, and it is understood that the personnel of the commission will be announced shortly.

Simple Book-keeping for Merchants

Closing the Ledger and Bringing Forward the Balances—How the Man Already in Business Can Adopt the System—Methods of Expansion to Suit

Large Business

By C. J. MORRIS

(Concluding Article)

WITH regard to closing up our Ledger, all accounts up to and including page 302 will appear in their complete form exactly as shown in the second article of this series appearing in Feb. 7 issue.

To complete the Goods Account, page 304, we must enter as Balance on the Cr. side the value of goods on hand as per inventory taken at time of stock-taking, viz., \$1,928.95. The balance shown of \$1,825.14 was only for purposes of getting out a trial balance, will have been entered in pencil only and can now be erased. The difference between \$1,928.95 and \$1,825.14 is \$103.81 and this amount we enter on the Dr. side of the Goods Account To Profit and Loss. The totals on each side will then amount to \$2,317.16. This amount of \$103.81 we now enter as By Goods in the Profit and Loss Account. The Account on page 305 which we have now changed to Fixed Charges Account will consist of one entry on the Dr. side—To fixed charges \$25.00, and one on the Cr. side—By Profit and Loss \$25.00, and this same amount of \$25.00 we shall enter on the Dr. side of the Profit and Loss account To fixed charges \$25. The Sundry Trade Expenses Account, page 307, is closed in the same way, entering By Profit and Loss \$20.55, instead of By Balance, and a corresponding entry will appear on the Dr. side of the Profit and Loss Account to Sundry Trade Expenses, \$20.55. We complete our Profit and Loss Account by entering on the Dr. side To Profit \$59.85 as shown in the statement in our last article and as this money is still in the business in some form or other, we enter an equivalent amount on the Credit side of the Capital Account By Profit, \$59.85 and our entry on the Dr. side then becomes To Balance \$2,859.85, instead of \$2,800.

Our Profit and Loss Account now balances itself and in its final form appears as follows:

Dr. Side	
To Cash Short	35
To Discount	15
To Fixed Charges	25.00
To Sundry Trade Expenses	20.55
To Capital	59.85
	—
	\$105.90
Cr. Side	
By Discounts taken ...	1.74
By Cash over	35
By Goods	103.81
	—
	\$105.90

The item to balance \$1.59 was only used for the purpose of a trial balance and is now erased.

A double line should next be ruled across each account and the balances must all be brought down to the opposite side. Thus Mrs. Black's account, page 1, will start afresh on the Dr. side with Jan. 5. To Balance \$3.85.

Anderson's account on page 201, will start afresh on the Cr. side with Jan. 5, By Balance, \$37.10.

The Bank Cash and Goods Accounts will all start with Dr. balances. The Fixed Charges, Profit and Loss and Sundry Trade Expenses Accounts all balance and will start afresh with both sides blank. Capital Account will start with By Balance \$2,859.85 on the Cr. side.

It will now be seen what any one already in business must do to adopt this system. He must open accounts for all his debtors and creditors, as shown on pages 1 to 204 of our model Ledger, entering all balances due to him on the Dr. side and all balances owing by him on the Cr. side of the various accounts. The amount of cash at Bank and cash in hand and the value of goods on hand he will enter on the Dr. side of his Cash, Bank and Goods Accounts. The value of all fixtures, furniture, and everything of every description used in connection with the business he will enter on the Dr. side of the Furniture and Fixtures Account. He will open a Fixed Charges, a Profit and Loss and a Sundry Trade Expense Account, but these will have no balance brought forward. Finally on the Cr. side of his Capital Account he will enter amount to correspond with those on the Dr. side of the Fixtures, Cash, Bank and Goods Accounts and in addition the excess of accounts receivable over accounts payable. If, however, the latter exceed the former the excess must be entered on the Dr. side. His method of procedure will then follow exactly that we have illustrated throughout.

It has been here shown how the accounts can be kept by the use of two books only but in many cases some extension of the system will be found desirable. The Journal as here described might be used as a rough entry book only and the entries transferred each day into two other books, one of which, the Cash Book, would contain all entries relating to cash and the other all those relating to goods. Or it may be found desirable to use a Journal or a Cash Book instead of a Journal only, without any rough book.

Then again with regard to Ledgers if the business is one of any magnitude, it might be worth while to use three Ledgers instead of one. One a Bought Ledger for all goods bought, the second a Sold Ledger for all goods

sold and the third for the other accounts. Where there are assistants and the proprietor does not wish all his business arrangements to become known to them he will keep a Bought and Sold Ledger and will include the Cash and Goods Account in the latter, with a private Ledger for the remaining accounts to which the clerks would not have access.

Points are sure to arise in every business which will require special treatment but the use of a little common sense will usually overcome any difficulty that presents itself.

Many Ledger accounts not mentioned herein may be found necessary in different businesses. Where there are many entries of the same kind to be made it is always better to open a separate account, such as for Empties, Freight, Goods Returned, Goods Damaged. Where there is only an occasional empty, of course, it can be entered in the Sundry Trade Expense, Goods or Profit and Loss Account. If the business is large enough separate Ledger accounts may also be opened for advertising, salaries, rent, light and heat, etc., but this will not alter the system in any way.

A few words must be said on the subject of salary and rent especially, as this concerns especially the small man who is likely to use this system. Every merchant should pay himself a salary and should also pay a salary to any of his own family who assist him in the business. He should also pay himself rent, if he owns the premises. The writer was explaining this to a merchant a few days ago. "Oh yes," was the reply, "of course, I understand all that, but I should be simply taking it out of one pocket and putting it into the other so I may just as well save myself the trouble of doing that. I get it all the same."

This man, of course, missed the whole point, which is that unless he makes these payments out of the business he is certain to come to the conclusion that the business is making more profit than it really is. Unless the business brings in sufficient to pay him a salary such as he could earn were he working for some one else, to pay any of his family for work they do and to pay him the rent he could get for the premises were he to let them to someone else—unless it brings in sufficient to pay these expenses and give him a profit in addition, the business is mismanaged and he would be better off working for someone else, receiving rent for his building, and allowing his family to work for standard wages. If the business re-

Continued on page 32

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

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OFFICES

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DAYLIGHT SAVING

THE farmer got his way in the matter of daylight saving in the Legislature. According to law, he goes right along his accustomed way, and that will be plain sailing as long as he has nothing to do with the railways or the cities. But when he wants to ship his milk or his hogs or go to town, it looks as though he would have to set his alarm clock according to the unofficial rather than the official time of Canada.

A CHANCE TO DISPOSE OF \$500

CERTAIN newspapers are featuring an interesting scheme emanating from Windsor, Ont., whereby anyone who has \$500 to invest can become branch manager for a large grocery corporation, and earn \$50 or upwards weekly. Absolutely no knowledge of business is required, according to the advertisement, to achieve this satisfactory result. L. R. Brown is the name attached to the advertisement, who apparently is the representative of the "large grocery corporation, selling groceries at factory-to-consumer prices." Now this may be an entirely new scheme, but a casual glance at the glittering offer suggests to our mind other equally glittering propositions that have Windsor, Ont., as a home, and it might almost appear that the same philanthropic soul is behind both activities.

A WORD ABOUT PRICE

CHAIRMAN PECK, of the Department of Commerce Industrial Board, of the United States, is out with a prediction of an early drop in prices, and an explanation of Herbert Hoover's statement that if there were free wheat we might see wheat selling at \$3.50 a bushel. It is clear, as Mr. Peck points out, that there can be no free market at the

present, and that therefore Mr. Hoover's suggestion was only a cheery word thrown out to the American Government, who are going to have to pay the sum that represents the difference between what they promised the farmer for his wheat, and what they may expect to get for it.

If the world's markets were free, prices might go anywhere, for starving Europe would be in at the bidding, but markets are not free. Starving Europe is going to be doled out its food, and will have nothing to do in setting a price.

As matters, then, stand, lower prices are a practical certainty, but we cannot see with Mr. Peck that there can be any immediate material declines. The evidence of the past few months appear to be against any such conclusion. Declines will be sure and gradual. In that way they will harm no one.

CONSUMERS' ASSOCIATION AT A NEW ADDRESS

SOME advertising under the name of Mrs. A. Byers, Niagara Falls, urges the public to take advantage of the opportunity to join the Money Saving Club. While the address is Niagara Falls, the organization is merely the Consumers' Association, of Windsor, Ont. The list of bargain prices is the time-honored list that has been used as a bait for that organization for several years. The prices quoted are, of course, preposterous. We have explained how this organization operates many times, and there is no purpose in repeating it here. Every merchant knows the rough idea of this system, and he should do his best to safeguard his customers against any connection with this scheme.

A BETTER DAY COMING

THE opinion was expressed to a representative of CANADIAN GROCER the other day by a successful retailer in Eastern Ontario, that there was a great deal better day in store for the grocer in the future. His reasons were that people were beginning to realize there was not such easy money in the retail grocery business as it has been generally thought. Wages of mechanics and laborers have been rapidly increasing during the past few years and few of them would care to give up a good thing to go into the grocery business where net profits were small and where such great care has to be exercised in buying, selling and handling credits.

For these reasons, he maintained that the grocery business in the future will be confined to the better class stores, those that are aggressive and develop business—that have capital behind them and are able to secure the variety of goods necessary to a good turnover. When that time comes he felt that the retailer could demand and would secure a margin of profit from all manufacturers that would properly compensate him for the important work done in passing the goods on to the ultimate consumer.

Three-Cent Postage Likely to Remain

War Tax on Letters Means About Six Million Dollars a Year and Looks Good to the Minister of Finance—Two Cent Postage to Become Effective Again in United States July 1

By T. M. FRASER, Ottawa Representative of the MacLean Publications.

OTTAWA.—In the House the other day a member asked the Government if it was aware that the two cent letter postage rate and the one cent drop letter postage rate are to be restored in the United States on July 1? If so, was it the intention of Government to adopt similar letter rates for Canada this year? Hon. Mr. Rowell replied that the knowledge had come to the Government's ears; and what they proposed to do would be made known when the budget speech was made. That is about all the satisfaction one ever gets when making inquiries as to what is to be done in the future on any matter of Government policy, particularly if involving revenue; so you have to turn to and dig up reasons which would make it probable that the Government might take a certain course.

Works Out Well

The fact that the United States is about to return to the pre-war rate of postage need not necessarily affect us much, except as an example. They put the low rate in effect on November 2nd, 1917, and it seems to have been a good thing for them; because the U. S. post-office had a surplus of nineteen million dollars last year, about double the largest previous surplus on record; and surpluses over there are not the rule.

The additional cent postage imposed in Canada was not imposed by the post-office department; it was a war tax, for which the Minister of Finance was responsible. It produces an extra revenue of about six million dollars a year; and six million dollars looks good to a Finance Minister who has over one hundred millions of a visible deficit between revenues and proposed expenditure. It seems extremely doubtful if that particular war tax will be dropped this year. No one has made very much complaint about it, and it does not bear very hard on anyone.

Helped Materially

While the Post Office Department showed a surplus of nearly three million dollars last year, when we recall that about six million dollars of its revenue comes from this war tax, it can be seen that it would have had a deficit of about three millions if the tax had not been on. The conditions during the war were very unfavorable for the department. Not only were there a large number of stamp consumers out of the country, at the war, but the immense business carried on with them through the postoffice was all done free; and in addition there was the fact that there was a double burden of expenditure on the department from the fact

that employees overseas were on full pay, and their places had to be provided for here as well.

Has Been Resumed

Another vital factor in reducing the revenues of the department was the fact that the parcel post revenue was cut off. It was suspended during the war for various reasons; as, for example, the fact that it was found that Russia, Japan, and some other countries were using it largely as a cheaper form of freight service than they could get on steamships. It has now been resumed to practically every place except Russia and some unsettled parts of the Balkans.

The expenses of the department have

advanced very heavily, in the face of the decrease in revenue. Out of the total increase in expenditure of about a million and three-quarters for the year ending March, 1918, over two-thirds was for salary increases.

Great Britain did not put on a postal war tax, as we did; she increased the rate to three cents straight. The rate in France was five cents, and by the rules of the International Postal arrangement, could not be increased for foreign postage. Great Britain has shown no indication of returning to the old rate at present.

While nothing definite will be known until the budget appears, it is not considered probable that the war tax will be removed on stamps.

No British Jams For Export Until Fall

British Firms Finding Difficulty in Satisfying Home Consumption—Marmalade Plentiful—Glass Container Shortage a Factor in Situation

From Special Representative in London, Eng.

LONDON, England, March 20.—Jam supplies in the United Kingdom are still very short, and firms are experiencing difficulty in satisfying all demands for home consumption. The Ministry of Food is restricting the sales in the proportion of 25 per cent. of jam to 75 per cent. of marmalade. The latter is now plentiful, due to a good season's orange crops having arrived. Fruit is greatly lacking in variety, but the release by the Government of Australian jam coming into Liverpool has helped to ease the situation.

The army is still consuming a large quantity of jam, which in normal times would be available for export. There is also the lack of tonnage, and the embargo placed upon this class of foodstuff is to be taken into account. Firms do not contemplate being in a position to resume their export trade for some months to come.

One leading firm says that they will be unable to ship any jams until after the new season's fruit is to hand from August to October.

Shortage of Glass Containers a Factor

The destruction during the war of the glass industries of Belgium and the north of France, from whence a large quantity of glass jars and containers used to be supplied to the United Kingdom has created something like a famine in these articles. English glass makers are endeavoring to increase their production to meet the demands, but they find difficulty in obtaining coal in sufficient

quantities to fire new furnaces and the requisite amount of labor necessary for the extension of their plant.

The shortage of glass containers has been responsible for the universal introduction of the "carton" containers as a substitute for the jam jar and china pot. Cardboard as an efficient container has proved itself indispensable in this war and has undoubtedly come to stay.

ENGLISH GROCERS PROVIDE FOR FUTURE

London, England, March 20 (Special).—The English Institute of Grocers have not been allowing the grass to grow under their feet during the war. With their attention always riveted on the trade education of the rising generation of grocers they have been maintaining a regular correspondence with all their members on military service overseas. At the present time arrangements are under way with the Military Educational authorities for providing classes and courses for those on foreign service who cannot at the present be demobilized. It is hoped in this manner to keep the men in touch with all the best and most valuable knowledge with regard to the progress of their trade. When they eventually arrive home they will find classes in full swing in a great number of provincial centres which have been organized in conjunction with the local educational authorities and polytechnic institutes.

OTTAWA RETAIL MERCHANTS PROTEST ACTION OF INLAND REVENUE INSPECTOR F. W. FORDE

The prosecutions that have taken place in Ottawa of late, appear more like persecution to many members of the local Retail Merchants' Association. Many of the smaller grocers have been brought to court for failing to affix stamps to those articles which come under the War Revenue Stamp Act. That in all cases it is the small dealer who seems singled out for notice and that the methods used to secure convictions leave much to be desired is the feeling of the association. The heavy fines inflicted during the last week have been discussed with much spirit and at the meeting held on March 27, the members deemed it time to be up and doing. The following resolution was submitted and will be forwarded to A. E. Fripp, K.C., M. P.:

"It is resolved by the Retail Grocers' Association in regular session that the association support the appeal which will be taken in the Kennedy case, and that the public and the inland revenue department be notified that the association intends to fight every prosecution taken by Inspector Forde under present conditions, and if necessary will carry their fight to courts higher than the police court, believing that many convictions which have been registered have been based upon evidence which is doubtful to say the least."

F. Burgess, in moving the resolution, said that he was of the opinion that the evidence of the defendant in all cases should be taken with as much weight as that of the inspector and his wife, while in several instances it would appear that the reverse was the case.

Personal evidence was given by some of those who had been fined and the belief is expressed by quite a number of those members present, that appeals properly fought out will be rewarded with some convictions being annulled.

ST. JOHN, N.B., CLERKS FORM ASSOCIATION

A large number of clerks employed by wholesale and retail establishments in St. John met this week to consider plans for the formation of an association for mutual benefit and improvement, and to deal with matters relating to better working conditions. Several committees were appointed to confer with those engaged in various lines of business and ascertain the amount of support which such an organization would receive. Another meeting will be held soon.

After outlining the purpose of the meeting, the chairman, A. C. Wilson, called upon A. H. Wetmore of Puddington, Wetmore, Morrison, Ltd., wholesale grocers, past president of the Board of Trade, to address the gathering. Mr. Wetmore advised that there would be much to gain by forming such an association. He thought that differences between employers and employees as to hours of work, overtime, wages, etc.,

could be settled more satisfactorily to all concerned if they were dealt with through united organizations. He believed that it would prove beneficial to both employers and employees.

W. Frank Hatheway, of W. F. Hatheway & Co. Ltd., wholesale grocers, also addressed the meeting. He said that the merchants had organizations of their own and they could not object to the clerks following their example. Personally, he favored shorter hours and a rate of pay at least sufficient to enable the employees to live comfortably.

NO FURTHER PREFERENCE FOR MARITIME FISHERIES

The assistance given to the Maritime fishing industry is, it appears, to be a thing of the past. The matter was raised at a sitting of the Commons Committee on Marine and Fisheries.

W. S. Loggie thought the committee should take some action in regard to the proposed discontinuance by the Government of the payment of one-third of the express charges of fish from the Maritime Provinces to points in Quebec and Ontario.

Subsequent to the discussion, G. J. Desbarats, Deputy Minister of the Naval Service, stated that Mr. Loggie's impression that the Government intends to stop payment of one-third of express charges on fish is correct. All dealers have been notified that these payments will cease after April 1. This policy was embarked upon ten years ago with the purpose of encouraging the development of the Atlantic fisheries. It was now being discontinued because an efficient freight refrigerator service has been established. Mr. Desbarats also referred to the high prices now being received for fish as another reason why payment of a portion of express charges is now unnecessary.

BUTCHER'S CASE DISALLOWED

Mr. Justice MacLennan, in the Superior Court on Saturday last gave judgment quashing three writs of prohibition that had been issued at the instance of James Tweedie, master butcher, of St. Henri, who sought to restrain the city of Montreal and the Recorder's Court from proceeding with the hearing of information that had been laid charging him with having conducted an abattoir contrary to the civic by-laws.

Forty tons of hay were destroyed recently by fire of unknown origin in the ice house of the P. Baillageon Ice Co., 674 Ontario street, Maisonneuve, Montreal, before the firemen could extinguish the flames.

Damage estimated at \$100,000 was done by fire of unknown origin last Saturday night at the premises of Stanislas Robitaille & Co., wholesale importers of fireworks, toys and twine, 100 St. Paul street east, and also at the premises of Arthur Favreau, manufacturers' agent, at the same number. Damage estimated at several hundred dollars was also done on the premises of Patenaude & Carignan, next door, through water.

BOOKKEEPING FOR MERCHANTS

Continued from page 29

quires more capital he can put the money back into the business as capital, only he should let the books show it.

A simple set of books such as has been described will enable him at any time to find out exactly what he is worth, whether he is making a profit or not, what his assets are and where they are, and what his liabilities amount to. If any point has not been made quite clear or if any point arises which has not here been dealt with, the writer will be pleased to answer any queries addressed to CANADIAN GROCER.

EGGS WORTH MILLIONS

The value of the eggs and poultry marketed during the fiscal year ended March 31, 1918, in the Dominion was between seventy and seventy-five million dollars, of which the eggs represented from fifty-eight to sixty millions, according to an estimate in the report of the Minister of Agriculture for that period.

FRANCE IMPOSES HEAVY PENALTIES FOR PROFITEERING

Drastic measures to prevent increased prices of foodstuffs and speculation to corner foods have been taken by the French Government. Prison sentences ranging from one month to a year and fines from 500 francs to 50,000 francs are provided for any attempt to interfere with free commercial competition. Much heavier penalties are provided in a case of a person operating illegally in a commodity in which he does not deal habitually.

Publicity is to be given to persons convicted, not only in the newspapers, but by affixing documents to their homes, shops or other places of business. A provision of the bill is that a second offender, on conviction, may be forbidden to exercise any trade for five years and is also forbidden to accept employment in any capacity in an establishment in which he has previously worked.

COBOURG, ONT., GETS PULP INDUSTRY

New York State Company Open Negotiations for Plant Used by Imperial Munitions Board

The Douglas Packing Co., of Fairport, New York, has completed negotiations with the Imperial Munitions Board, and with the Cobourg Industrial Commission and Town Council with a view to establishing a Canadian branch of the industry.

They have purchased the old steel plant from the Imperial Munitions Board and will erect new buildings and instal machinery. \$150,000 has already been voted by the company for this purpose.

The industry will consist of extracting the pulp from apples, which is to be sent to the jam factories. The making of cider and vinegar are by-products. It is understood that machinery has already been ordered.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

G. C. Fearn & Son, general merchants and lobster packers, have sold to T. P. Kemp & Co.

Benjamin Moir, proprietor of Ben's, Ltd., bakers and confectioners, Halifax, has returned from a trip to the United States, where he purchased considerable new equipment.

W. G. Estabrook, of J. F. Estabrook & Son, accompanied by his wife, has returned from an extensive trip through Western Canada and California.

Another St. John grocer who has been spending the late winter weeks in the West is G. M. Barker, of the two Barkers' chain of stores.

A loss of about \$6,000, only partly covered by insurance, was sustained by S. T. Payson, of Westport, N.S., when his general store, building and premises, were practically destroyed by fire.

J. W. Vanwart, of Vanwart Brothers, retail groceries and provisions, has returned from a tour of Western Canada, the Pacific coast and return through the States. Mrs. Vanwart accompanied him.

E. A. Goodwin, St. John, wholesale fruits, etc., accompanied by Mrs. Goodwin and Miss Estabrooks, daughter of T. H. Estabrooks, has returned from a trip of eight weeks' duration through Western Canada and California.

Walter Gilbert, of Gilbert's grocery, and J. E. Angevine, of Angevine & McLaughlin, grocery manufacturers' agents, St. John, have returned from England where they spent six weeks renewing business connection interrupted by the war.

W. G. Scovil and Howard Ryan have opened a grocery and general store in Hampton, N.B., in the premises formerly occupied by T. G. Barnes & Sons for many years. The store has been completely renovated to meet modern demands and the equipment also is in keeping with modern ideas.

Two leading grocery stores of Windsor, N.S., were destroyed when the buildings in which they were located, and their stocks were consumed recently in a fire which wiped out the block in which they were located. Murphy & Demont lost the building which they owned and occupied in part, valued at \$15,000, with stock worth \$5,000, insured for \$8,200. Shand Brothers lost stock valued at \$3,000, and A. P. Shand was the owner of the building valued at \$15,000 in which they were located.

Quebec

Jos. Chartrand, grocer, Montreal, is dead.

G. W. Stepan, of Robin Hood Mills, Eastern Canada Office, Montreal, is away

at Minnesota points on a three weeks' vacation.

W. J. Sheely, manufacturers' agent, has moved his office to Room 215, St. Nicholas Building, Montreal.

Wallace J. Baker, representing the Canadian Feed Manufacturing Company, Fort William, was in Montreal this week.

Leopold Limoges, of Z. Limoges, Enreg'd, Montreal, spent a week or ten days in New York, returning on Tuesday.

Ontario

Mrs. A. Faneau, grocer, Ottawa, has sold to L. McKay.

John W. Kelly, Toronto, has sold to Wm. Kemmis.

P. C. Gillaume, grocer, has been succeeded by H. Begras.

W. F. Will, grocer and meats, Hamilton, has sold to F. Fraser.

The estate of J. Bullman, Ottawa, has been succeeded by G. T. Herbert.

Horton Manson, general merchant, Stedden, has sold out to Hallam Keillor.

Harry Rose, general merchant, Copleston, has sold his business to Holmes & Cameron.

J. W. Jamieson, general merchant, Thorndale, has been succeeded by Walter Pitt & Son.

Frank Stafford & Co. have been succeeded in their Barry's Bay store by C. and D. Murray.

The Baldwin Evans Co., general merchants, West Lorne, have been succeeded by R. E. Evans.

J. E. Paddison, Alliston, has sold out his grocery and provision business to T. E. Reynolds.

H. J. Kettle and Henry Sargent, Midland, suffered loss in the serious fire that recently visited that town.

E. N. Des Rosier, general merchant, suffered fire damage in the serious fire that visited Sudbury, recently.

C. Hicks, who has been in the grocery business in Guelph for well on to twenty-five years, is retiring and has sold his business to Nichols & Son.

D. C. McGregor has purchased the stock and goodwill of J. H. Pfaff & Son, Paisley, and will considerably enlarge the grocery department of the store.

W. Hanna & Co., Port Carling, have dissolved partnership by mutual consent. The business will be continued under the same name by three of the former parties, William Hanna, W. Fred Hanna, and Wiman A. Hanna.

Fire broke out mysteriously recently in the basement of the grocery of W. M. Dempsey, corner of Raglan and Munroe streets, Renfrew. Mr. Dempsey managed to keep the flames in check until the arrival of the fire department, who used chemical extinguishers.

Mr. Hiscocks, a merchant of Teeswater, narrowly escaped injury recently. He was coming into Lucknow from a business trip to Lochalsh when his car started to slide down hill. It went to the bottom and turned over, but Mr. Hiscocks was not injured.

Roy McTaggart, who was well known in J. Carter and Son's general store, Fort Frances, before going overseas, has decided to open up business for himself. He has secured premises in the store known as the Bishop store on corner of Scott and Mowat streets, Fort Frances, and expects to be open for business about the first week in April.

Puckett & Scilley, retail dealers, Oshawa, Ont., have adopted the collapsible delivery boxes for delivering goods to their customers. Mr. Puckett states they like them fine because they take up so little room around the store. They collapse as soon as the contents are taken out. The collapsible delivery box appears to be an idea that will be used by more and more merchants in the future.

Western

P. K. Robertson, general merchant, Kenaston, Sask., has sold to Percy Hooper.

Samuel Coplan, general merchant, Walden, Sask., has been succeeded by T. Turmen.

R. Gordon arrived in Prince Albert, Sask., recently, from Weyburn to take up duties as manager of the Prince Albert Fruit Company. He had been previously employed by the Weyburn Grocery Company.

CHATHAM, ONT., R.M.A. ELECT NEW PRESIDENT

At a meeting of the Retail Merchants' Association of Chatham, Ont., held recently ex-Mayor Ed. Wanless was elected president, in place of ex-Mayor M. Foreman, resigned. An interesting address was given by W. L. Edmonds of Toronto on cash and credit systems.

FERNIE, B.C., STORES ADOPT UNIFORM CLOSING HOURS.

The stores of Fernie, B.C., are united in a decision to close at the same time. The hours are Monday, Tuesday, Thursday and Friday 8.30 a.m. to 5.30 p.m., Wednesday, 8.30 a.m. to 1 p.m., Saturday, 8.30 a.m. to 9.30 p.m.

START MERCANTILE DELIVERY

A mercantile delivery has been inaugurated at Gananoque, Ont., by several merchants of the town, among them being The Fair, Kelly & Bulloch and G. L. Johnson.

QUEBEC CITY R.M.A. HOLDS ANNUAL MEETING

The annual general meeting of the Retail Merchants' Association, of Quebec City, was held in their rooms last week, and was presided over by O. N. Shink.

After routine matters and general business had been disposed of, the annual report of the year's work was read, which showed that a great deal had been accomplished.

Several important questions were then brought up for discussion, among them being the intention of the merchants to take a keen interest in municipal affairs. The matter of eliminating credit sales in the retail business will be decided at the next meeting. Several merchants were of the opinion that the public would benefit by this motion.

The election of officers was proceeded with and which resulted as follows:

Hon. president, T. Beland.
Hon. vice-president, L. F. Falardeau.
Acting president, N. E. Papillon.
Acting vice-president, Ephrem L'Heureux.

Secretary, Joseph Savard.
Treasurer, T. Simard.
Auditor, L. E. Martel.

Directors, P. J. Cote, Jules Gauvin, A. Grehier, F. X. O. Pouliot, J. D. O. Picard, G. S. Marceau, O. N. Shink, Frs. Bouret, Eug. Julien, G. Lajeunesse, A. Charland, H. C. Faguy, Elz. Turcotte, Chas. Beaulieu, A. A. Lacasse.

MANITOBA R.M.A. WILL MEET NEXT YEAR AT BRANDON

At the Retail Merchants' Association meeting held recently in Brandon, Man., the announcement was made that the association accepted the invitation to hold their annual convention in that city. J. H. Curle, of the Provincial executive, in comprehensive address, spoke of the conventions of past years and offered some valuable suggestions for the carrying out of the same this year. A committee was appointed to formulate plans for the same and to ask the assistance of the Kiwanis Club, Board of Trade, and the wholesalers and manufacturers in the matter, so that the same will be a success.

WHOLESALE FRUIT FIRMS AMALGAMATE

The two fruit firms of Herbert Peters, Front Street, Toronto, and Duncan's Ltd., North Bay, have recently amalgamated under the name Peters, Duncan, Limited. The amalgamation will give the firm its two head offices at Toronto and North Bay and branches at Sudbury, Cobalt and Timmins, Ontario.

BRANDON GROCERS PROTEST TAXATION

The grocers of Brandon, Man., have a grievance. They are being waited on by the police and ordered to take out licenses for confectionery at a cost of \$2 and for tobacco at a cost of another \$2. Already they have to pay \$25 for a cigarette license. This latest demand

has aroused a great deal of resentment and a meeting has been called to consider the matter. The grocers are speculating on the possibility of payment of the confectionery and tobacco license fees giving them the right to keep their stores open till late at night as the tobacconists and confectionery stores do.

SUN SPOTS

"A Vancouver daily newspaper, the *Sun*, has recently taken a notion to boost cash-and-carry stores. We cannot tell what the object is in doing so. Newspapers are not usually in the habit of endangering their support by boosting any particular fad or scheme.

"We have no quarrel with the cash-and-carry stores. So long as the public desire them, they have a perfect right to exist. But what we cannot understand is, why a daily newspaper which derives a great deal of its support from credit stores should go out of its way to boost any particular system. The public should have both sides of the story."—From the *British Columbia Retailer*.

ENLARGE JAM FACTORY

It is understood that contracts will be let in the near future for the building of a \$25,000 addition to the J. A. McDonald jam and candy factory, Nelson, B.C. Mr. McDonald has formed a \$100,000 company with the A. Macdonald company behind the proposition. Mr. McDonald will be president and general manager.

TALLOW MIXED WITH COTTONSEED SOLD AS DRIPPING

It is stated that before the British Ministry of Food was formed to protect the consumer and control the standards of war products, tallow, only suitable for greasing axles, was being mixed with inferior cottonseed oil and extensively sold as dripping at three shillings and sixpence a pound.

Of Interest to Clerks

CANADIAN GROCER is offering another window dressing contest that is addressed especially to clerks. The details are as follows:

The windows will be judged on the following basis:

1. The novelty of the window display and its unusual appeal in featuring certain lines of seasonable goods.

2. The selling value of the window as demonstrated in actual sales.

The only restrictions are that the goods displayed shall be seasonable, with the contestant left free to demonstrate the seasonableness of apparently unseasonable lines if he sees fit, and that in the case of branded lines, the window shall not contain the goods of one manufacturer only.

The contest will close April 5.

The Prizes: 1st	-	-	\$10.00
2nd	-	-	5.00
3rd	-	-	3.00

All displays not winning a prize, but suitable for reproduction, will be purchased at \$1.00 each.

BEAUHARNOIS, QUE., FIRM CELEBRATES GOLDEN JUBILEE

Have Been in Business Together For Fifty Years Without a Change

On Tuesday, April 1, Ferdinand Leduc and Cyprien Fortin, general merchants of Beauharnois, will celebrate the golden jubilee of their entering into partnership. The firm of Leduc & Fortin still lives in Beauharnois; it has never changed partners and the two originals are still doing business at the old stand.

Ferdinand Leduc was born in St. Louis de Gonzague on April 27, 1846. His partner, Cyprien Fortin, was born at Chateaugay on April 2, 1845.

On April 1, 1869, the firm of Leduc & Fortin was registered at the tutelle office of Beauharnois county, and since that time, and without interruption, they have been conducting their trade as country merchants.

GROCERY STORES ROBBED

The grocery store of Jas. Hopkinson, on Division Street, near Colborne, and Gilbert's grocery store, on Barrie Street, Kingston, were entered by thieves recently and a quantity of tobacco and cigarettes and a small amount of money stolen in each case.

The store of Hope McGinnis, Station St. and Compton Road, Belleville, was entered recently and cigarettes, candy and some other articles were stolen.

CATALOGUES and BOOKLETS

A very interesting little booklet has been published by the Florida Citrus Exchange featuring the various uses for "Sealdsweet" oranges and grapefruit. The booklet is attractively illustrated, and certainly suggests a multitude of ways of serving these citrus fruits that have not been in general use. The same company has issued a calendar giving a daily suggestion for the use of oranges or grapefruit.

New Goods Department

Escoffier Ltd., London, Eng., are placing on the Canadian market some new brands of soups, pickles, chutneys, sauces, etc. Mr. A. Escoffier, who is now chef at the Carlton Hotel, London, was in his younger days chef to Napoleon III. and the Empress Eugenie. Among the brands of goods he is placing on the market here are Sauce "Diable" for fish, "Derby" Sauce for fish, Sauce "Robert" for all viands and "Escoffier" pickles, chutney and tomato chutney.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE grocery markets generally are settling down into a much better position. Business is generally reported as exceptionally good, a return indeed to the general conditions that prevailed before the coming of peace introduced some uncertainty into trading conditions. The buying movement is steady, retailers evidently having pretty well cleaned up their accumulations, and coming on the market again to replace their stocks as required. This condition of affairs is producing a business situation brighter than it has been for some months past.

MONTREAL—In summarizing the markets this week changes have come on many lines. Declines are registered here on lye, soap, canned beans in plain and tomato sauce varieties, Vichy water, cloves, nutmegs, oats and potatoes. The drop on beans is in accord with the very decided lowering tendencies on the various grades of beans in the market.

Among the advances made are those for barley, which is up two cents. Shorts and bran are moved higher, and hay is up \$1.50 per ton all around, due, in large measure, to light delivery by the farmers. Box apples are selling at \$5, and coarse vegetables are considerably firmer, a number of prices being moved up.

Dried fruits are firm and selling fairly well. Corn syrups are very firm under the influence of high corn prices. Coffee and tea markets are steadily high, and rolled oats may be advanced again. New crop maple syrup is quoted at \$2 per Imperial gallon. Trade would be better were weather conditions more seasonable.

TORONTO—The changes in the Toronto market this week are more noticeable in the produce section than in the general grocery markets; butter still remains very high, and shows no indication of any declines. Stocks are light, and export buying heavy. There has been a surprising decline in the export in eggs during the week, but despite that fact the prices have advanced, local de-

mand and the movement into storage being sufficient to account for all supplies available.

There is an improved feeling in the bean market. Beans that have been a drug on the market for some time past are coming into demand, and Canadian beans are quoted somewhat higher, with imported stock holding firm. Lima beans are slightly easier.

There is a good demand for spices, it being evidently the general impression that the market is getting pretty well down to rock-bottom. Tea and coffees are both in strong demand, and are holding very firm, though no changes in price are recorded this week. Rolled oats, too, are in a better position, and while prices are held down by present heavy stocks, there is little doubt that once these stocks have been depleted, there will be a sharp advance to bring the prices on a line with the grain market. It is therefore probable that advances will be noted both in oat and corn products in the near future.

WINNIPEG—The heavy demand for prunes and raisins may result in a shortage, according to the opinion of well-informed handlers on this market. The damaging of the muscatel crop by rains has placed a heavy demand on other varieties of raisins that has resulted in a very firm market. It is expected that the coming season will see record prices for both raisins and prunes.

Canned goods are in heavy demand, and are cleaning up well, though there have been no noticeable changes in prices.

Coffee will advance as the handlers have to go into the market to replenish their stocks, a condition that cannot be long delayed.

The practical failure of the Spanish olive crop is expected to result in very high olive prices.

There is a fear that the Cuban strike may yet result in a shortage of raw sugar that might again bring about the difficult conditions of some months ago.

QUEBEC MARKETS

MONTREAL, April 2.—The changes this week are important and include higher prices for bran and shorts, hay, apples and coarse vegetables. Declines have been effected in lye, soap, canned beans, mineral water, olives, nutmegs, oats and potatoes. There is a fair movement.

Lye is Lower;

Soap Also Down

Montreal

LYE, SOAP.—Reductions have been effected for Gem lye, the new prices being 10c lower than the old basis. In

one case lots the quotation is \$4.90; 3 cases, \$4.85, and 5 cases, \$4.80.

Lilac toilet soap is quoted down 40c per case at \$5.10 for 50 cases.

White Knight soap is being quoted at the following prices: One case, \$6.30; 5 cases, \$6.25, and 10 cases, \$6.20 per case.

Sugar is Held;

Limited Buying

Montreal

SUGAR.—The refined sugar trade is not what can be termed heavy. Refiners report a continued demand, but this is of a hand-to-mouth nature and will probably so continue for some weeks. The number of orders received by the jobbing trade is satisfactory and all that is lacking is the volume, totals being somewhat small. There is not a single indication of markets lowering, freights being fully maintained on coastal shipments, and raw sugars costing as much to lay down at the refinery as heretofore. Supplies are ample.

Beans Lower;

Canned Goods Selling

Montreal

CANNED GOODS.—While the market is not particularly active, there is a good movement for the various lines, seasonably considered. In the matter of vegetables there is a steady and unchanged market, and supplies are considered ample, taking the line through and through.

In reviewing the canned fruit question it is safe to say that values are fully maintained. It would seem that declines are out of the question on the regular standard goods and the distribution, if maintained, will not be long in reducing holdings. There are no changes of price. Some California spinach in 2½ size tins has arrived on the market and will be sold at \$3.15 per doz.

Canned bean prices have been revised downward on some brands.

Prices Induce

Bean Selling

Montreal

BEANS, PEAS.—Prices have now dropped to the point where sales begin to be made and there has been a fair movement. As far as the market is concerned, this is not easy to define. There are those who wish to sell, and for a while past the policy seems to have been that of getting what one could and making the best of it. With supplies heavy and new stock arriving from Ontario and Quebec points from week to week, it is expected that the buying will continue to be favorable. Even lower prices may be available, before the market is higher.

Beans—

Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese		4 50
Yellow Eyes		5 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50

Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)		5 25
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.		4 00
Barley, pearl, per bag 98 lbs.	5 00	5 50

Tapioca is Sold;

But Rice Slow

Montreal

TAPIOCA, RICE.—There has been more sale for tapioca under the influence of the lower price basis reached lately, and the movement improved for this line more than that for rice. The latter commodity is steady and unchanged this week, and the market movement here, and that in the States is limited. There is plenty of supply on most lines.

Ice Drips—Japan (per 100 lbs.)		11 25
Carolina	13 00	13 50
Siam, No. 2	8 50	9 00
Siam (fancy)	10 50	11 00
Rangoon "B"		8 50
Rangoon CC		8 10
Mandarin		10 00
Pakling	8 60	8 70
Tapioca, per lb. (seed)		0 11½
Tapioca (pearl)		0 11½
Tapioca (flake)		0 11

Nuts Are Steady;

Fair Sales Made

Montreal

NUTS.—That there should be but a fair demand for nuts is attributable to the season. Notwithstanding, the sales made are very fair and prices are maintained on a fair basis without change. Stocks are occasionally replenished by the jobber and in a general way the variety available is reasonably large. Peanuts are among the best sellers.

Dried Peaches;

Apricots Firm

Montreal

DRIED FRUITS.—Prices are firmly maintained on various dried fruits and there is a steady demand for prunes, raisins, peaches and apricots. It is doubtful if prices will be reduced under the present condition of stocks, several reporting that there was an active enquiry in a general way. It is expected, too, that export demand will improve, once the required shipping is available.

Cloves Weakening;

Nutmegs Down

Montreal

SPICES.—Under the influences reported in CANADIAN GROCER last week, prices on various lines are moving downward and this week there is a new low basis for ground nutmegs. There is also a lower tendency on whole nutmegs. Cloves are weaker and the prices are likely to be revised to lower levels. Altogether there is a decided absence of heavy buying, the retailer, and also the jobber, steering shy of heavy sorting.

Allspice	0 20	0 22
Cassia (pure)	0 35	0 40
Cinnamon—		
Rolls		0 35
Pure ground	0 35	0 40
Cloves		0 65
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 30	0 40

Ginger (Cochin or Jamaican)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 40	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30

Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Corn Syrup Firm;

Molasses Price Out

Montreal

SYRUPS, MOLASSES.—With corn prices soaring as they have been for some days, and with the market so strong, the syrup price undertone is very firm and it is expected that buying will be stimulated so long as the present situation is in effect. It is not improbable that quotations will be revised upward.

Molasses is said to be arriving now and the basis of 85c, quoted at point of shipment, figures out at about ten cents above the opening quotations of 1918, it is understood. The future of price will depend materially upon the availability of shipping and the cost of freights. The molasses price is based on the fixed price of raw sugars, it is declared. Local quotations are unchanged.

New Maple Syrup

On a \$2 Basis

Montreal

MAPLE PRODUCTS, HONEY.—The basis for new crop maple syrup is ruling at around \$2 for imperial gallons to the trade. At this price some movement is reported, and there is said to have been nearly a week of excellent sap-running weather. With the wintry conditions again prevailing, hope is expressed that there will be more ideal sap weather still than that which has already prevailed. There may be a good crop this year.

Honey is unchanged and the movement for this line continues.

Maple Syrup—		
13½-lb. tins (each)		\$ 2 00
10-lb. cans, 6 in case, per case		15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal), small lots	0 25	0 28
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 25
In tins, 60 lbs.		0 26
30-lb. pails		0 27
10-lb. pails		0 23
5-lb. pails		0 23
Honey—Buckwheat, tins or bbls.		0 22

Coffee Firm

At Last Advance

Montreal

COFFEE, COCOA.—At the advances made for coffee last week, there is a

continued firmness of undertone and prices are expected to rule high. The volume of business reported is not heavy, although there has been a satisfactory total to the frequent orders sent forward by mail and by the travellers. Future markets are very firm and the tendencies are generally of an upward nature.

Cocoa is steady and in fairly good demand, though not so active as it was.

Coffee, Roasted—

Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37

Cocoa—

Bulk cocoa, 200-lb. bbls. (lb.) ..	0 24
Do., 100-lb. bbls. (lb.) ..	0 25
Do., 50-lb. cans (lb.) ..	0 26

Tea Trade Fair; Prices Are Held

Montreal

TEAS.—The market is not materially changed. The best grades are selling at full prices and while there is some easing of prices for the lower grades, not considered standard, the market is pretty steady. Better business is expected as the season advances.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58

Javas—

Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	11 20	
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Cereals Selling; Market Holding

Montreal

CEREALS.—The market is fairly active for package goods, some report, and while there is no heavy purchasing, the state of trade is better than it was. With good milling oats scarcer and the price basis high, particularly in the West, it will not come as a surprise at all to see rolled oats higher. Corn markets, too, are very firm and higher prices are not improbable for cornmeal.

Self-raising Flour—

3-lb. pkgs., doz.	2 85	
5-lb. pkgs., doz.	5 60	
Cornmeal, Gold Dust	4 50	4 75
Cornmeal	3 20	4 15
Barley, pearl	5 25	6 00
Barley, pot, 98 lbs.	4 00	
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	6 75	7 00
(As to grade)		

Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60

Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut.	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rollod oats, 90-lb. bags	4 00	4 25
Rollod oats (family pack.), case	5 60	
Rollod oats (small size), case	2 00	
Rollod wheat (100-lb. bbls.)	7 10	8 00

Porridge Wheat—

Split peas, per 98 lbs., case	6 00	6 50
Rollled oats, 90-lb. bags	4 00	4 25
Rollled oats (family pack.), case		5 60
Rollled oats (small size), case		2 00
Rollled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family, pack.)		5 80
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Feed Prices Score Various Advances

Montreal

FEEDS.—Shorts and bran have advanced. The price now on shorts in mixed cars is \$44.25 per ton, and in straight cars \$46.50. Bran is quoted at \$42.25 for mixed cars and \$44 to \$45 for straight cars. Barley chop is up, the range being from \$50 to \$58, according to the pure grain content in the feed. There is a very fair demand the past few days, since the weather changed to wintry temperatures again. Supplies are none too plentiful.

FEEDS		
Shorts—		
Mixed cars	44 25	
Straight cars	46 50	
Bran—		
Mixed cars	42 25	
Straight cars	44 00	45 00
Crushed oats	54 00	60 00
Barley chop	50 00	58 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	52 00	
F.O.B. Port William	48 00	

Wheat Flours Still Inactive

Montreal

WHEAT FLOURS.—The market is steadily firm on Government standard flours and the demand is still light. It is believed that actual hoarding has been responsible for demand being so limited, and just when supplies will be used up and normal conditions resumed is difficult to forecast.

There is a firm feeling in the winter wheat flour market and prices are steadily held, and in one case these are reported higher.

Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl. in (2) jute bags, 98 lbs.	11 00	
Per bl., in (2) cotton bags, 98 lbs.	11 15	
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	

Hay is Higher; Oats Are Down

Montreal

HAY, FEEDS.—Due to the bad roads, delivery of hay from the country has been held up and prices have advanced \$1.50 per ton. There is no change for straw. Demand is fairly active and little surplus accumulates.

Oat prices have been fluctuating and the situation from day to day is not easy to define. A reduction of three cents per bushel has been made during the week, but barley is up two cents to \$1.14 per bushel.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good No. 1, per 2,000-lb. ton ..	\$27 50	
Do., No. 2	26 50	
Do., G. M.	24 50	
Do., No. 3	24 50	
Straw	10 00	

Oats—		
No. 2 C.W. (34 lbs.)	0 85	
No. 3 C.W.	0 80	
Extra feed	0 80	
No. 1 feed	0 78	
No. 2 feed	0 75	
Barley—		
No. 3 Extra	1 14	

Note:—These prices are at elevator and bags and bagging are not included.

Box Apples \$5.00; Oranges May Lower

Montreal

FRUIT.—Apples are steadily firm and choice box grades are now offered at \$5.00, an increase of 25c to 75c per box. In a general way, changes are limited. Oranges and lemons are without change, and it looks as though there would be lower prices on these if transportation continues favorable. Grapes are practically off the market, and cranberries are getting about finished.

Apples	Per Barrel	
Ben Davis	9 00	
Baldwins	9 50	
Baldwins, No. 1	9 00	10 00
Greenings	9 00	10 00
Soys	10 00	12 00
Russets	9 00	10 00
Kings, No. 1	9 00	10 00
Wagners	9 00	10 00
Apples (in boxes)	5 00	
Winesaps (box)	5 00	
Bananas (fancy large), bunch.	5 50	6 00
Cranberries, bbl.	20 00	25 00
Do., gal.	1 00	1 25
Grapefruit (fancy Porto Rico) ..	4 75	5 00
Lemons (fancy new Malagas)	6 00	
Lemons (California)	5 25	5 50
Pears, Cal., eating, small box.	4 00	
Pears, California (110 size)	5 50	
Oranges, Porto Rico	4 50	5 00
Oranges, Florida	5 00	
Oranges, Calif. (200 size)	7 50	

Vegetables Higher; Potatoes Down

Montreal

VEGETABLES.—As a general rule prices are very high for vegetables of the various kinds, and American beans are up to \$9-\$10 per basket. Brussels sprouts are up, and cabbage, lettuce, spinach, and tomatoes in crates, are revised to higher levels.

Potatoes are down 10c per bag and Washington celery is down slightly. There is some improvement in trading, although this is not very great.

Round new string (American) basket	9 00	10 00
Beets, bag	1 00	
Brussels Sprouts (Amer.)	0 40	
Cucumbers, Boston (doz.)	3 00	
Cauliflower (imported), doz.	3 50	
Cabbage, bbl.	2 50	3 00
Cabbage, new, crate	4 00	5 00
Carrots, bag	2 00	
Celery (Wash.), doz.	2 25	
Celery, crates	8 00	
Egg plant	3 00	4 00
Horseradish, lb.	0 20	
Lettuce (curly), box (3 doz.)	3 25	
Do., (4 doz.)	4 25	
Lettuce, Boston, box	4 25	
Leeks	3 50	
Mint	0 60	
Mushrooms, lb.	1 25	
Basket (about 3 lbs.)	3 00	
Onions, Can., bag (75 lbs.)	3 00	
No. 1 Yellow (75 lbs.)	3 00	
No. 1 Red (75 lbs.), crate	3 00	
Onions, Spring (Imported), doz.	0 40	0 50
Oyster Plant	1 00	
Parsnips, bag	2 50	
Parsley (Canadian)	0 75	
Parsley (American)	2 00	
Potatoes, Montreal (90-lb. bag) ..	1 40	
Potatoes (New Brunswick), bag.	1 50	1 75
Potatoes (sweet), han. per	3 50	
Spinach, box	2 00	
Spinach, bbls.	4 00	
Turnips, per bag, Montreal	1 50	
Turnips, Quebec	1 75	
Tomatoes (hothouse), lb.	0 40	
Tomatoes, crates (fancy)	8 00	
Do. (choice)	6 00	7 00
Watercress (Can.)	0 60	

ONTARIO MARKETS

TORONTO, April 2.—The market during the week has shown nothing of a very startling nature. There are comparatively few changes and these of a more or less minor nature. The demand generally is reported good.

Sugar Market Dull; No Price Changes

Toronto.

SUGAR.—The sugar market is rather dull at the moment, with no indication of any change in prices at the present time. Raws are arriving fairly satisfactorily, though the strikes in Cuba have complicated the situation somewhat.

Atlantic, extra granulated \$10 16
St. Lawrence, extra granulated 10 16
Acadia Sugar Refinery, extra granulated. 10 16
Can. Sugar Refinery, extra granulated... 10 16
Dom. Sugar Refinery, extra granulated... 10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Syrups in Good Demand; Corn Syrup Firm

Toronto.

MOLASSES AND SYRUP.—There has been a firmer tendency in corn syrups of late, and a fairly active market. Molasses, too, has been in moderate demand. There are no price changes to record.

Corn Syrups—
Barrels, about 700 lbs., yellow, per lb. \$0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.
Cases, 2-lb. tins, white, 2 doz. in case 5 05
Cases, 5-lb. tins, white, 1 doz. in case 5 65
Cases, 10-lb. tins, white, ½ doz. in case 5 35
Cases, 2-lb. tins, yellow, 2 doz. in case 4 55
Cases, 5-lb. tins, yellow, 1 doz. in case 5 15
Cases, 10-lb. tins, yellow, ½ dz. in case 4 85

Cane Syrups—
Barrels and half barrels, lb. 0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.

Cases, 2-lb. tins, 2 doz. in case 7 00
Molasses—
Fancy, Barbadoes, barrels 1 05 1 10
Choice Barbadoes, barrels 0 95 1 00
West India, bbls., gal. 0 44
West India, No. 10, kegs 6 50
West India, No. 5, kegs 3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes 4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes 6 75
Tins, 5-lb., 1 doz. to case, Barbadoes 5 30
Tins, 10-lb., ½ doz. to case, Barbadoes 5 20
Tins, No. 2, baking grade, case 2 doz. 3 50
Tins, No. 3, baking grade, case of 2 doz. 4 70
Tins, No. 5, baking grade, case of 1 doz. 3 75
Tins, No. 10, baking grade, case of ½ doz. 3 60
West Indies, 1½s, 48s 6 95

Canned Goods Market Shows Fair Demand

Toronto.

CANNED GOODS.—There is a very satisfactory movement in canned goods at the present time with some varieties

growing increasingly scarce. There have been substantial export shipments of late that have cleared the market up considerably, though it is believed that there are fair stocks yet remaining in wholesalers' hands.

Dried Fruits Light; Raisins Are Higher

Toronto.

DRIED FRUITS.—The market is poorly supplied with dried fruits, but there is only a limited demand at the moment, so that the shortage is not particularly noticeable except in the case of raisins which show a higher tendency. Thompson's seedless are selling mostly at 16 cents.

Apples, evaporated, Ontario 0 16½ 0 17
Apricots, unpitted 0 16½
Do., fancy, 25s 0 30
Do., choice, 25s 0 23 0 27
Do., standard, 25s 0 22½ 0 26
Candied Peels, American—
Lemon 0 38 0 43½
Orange 0 45½
Citron 0 47
Currants—
Grecian, per lb. 0 26 0 28
Australians, re-cleaned, lb. 0 30
Cherries, 2s 2 75 2 90
Dates—
Excelsior, kgs., 3 doz. in case 7 00
Dromedary dates, 3 doz. in case 3 00

Figs—
Taps, lb.
Malagas, lb.
Comadre figs, mats, lb. 0 13 0 14
Cal., 4 oz. pkgs., 70s, case 5 00
Cal., 8 oz., 20s, case 3 25
Cal., 10 oz., 12s, case 2 25
Prunes—
30-40s, per lb. 0 18
40-50s, per lb. 0 19
50-60s, per lb. 0 16½ 0 18
60-70s, per lb. 0 16 0 17
70-80s, per lb. 0 14½ 0 16
80-90s, per lb. 0 13½ 0 14½
90-100s, per lb. 0 11½ 0 12½
100-120s, per lb. 0 09½ 0 10½

Peaches—
Standard, 25-lb. box, peeled 0 24
Choice, 25-lb. box, peeled 0 25
Fancy, 25-lb. boxes 0 22
Practically peeled, 25-lb. boxes 0 22½
Extra choice, 25-lb. box, peeled 0 26

Raisins—
California bleached, lb. 0 17 0 18
Extra fancy sulphur bleached, 25s 0 17
Seedless, 15 oz. packets 0 14½ 0 14½
Seeded, fancy, 1-lb. packets 0 15½ 0 16
Seeded, 15 oz. packets 0 13 0 15
Seedless, Thompson's, 25s 0 15 0 16
Seedless, 16-oz. packets 0 14½ 0 15
Do., Bakers, Thompsons 0 16 0 17½
Do., Bakers, Thompsons, 50s 0 15 0 16
1 Crown Muscatels, 25s 0 13

Rice Shows Fair Demand; Prices Unchanged

Toronto.

RICE.—There is a very fair demand continuing for rice, and a fairly firm market is the result. There has been no tendency toward changes in price, however.

Texas, fancy, per 100 lbs. 12 50 13 00
Blue Rose Texas, per 100 lbs. 11 00 11 25
Honduras, fancy, per 100 lbs. 13 00 13 50
Siam, fancy, per 100 lbs. 10 50 11 00
Siam, second, per 100 lbs. 10 00 11 00
Japans, fancy, per 100 lbs. 11 00 12 00
Japans, second, per 100 lbs. 10 00 11 00
Chinese XX, per 100 lbs. 8 75
Do., Simiu 11 00
Do., Mujin, No. 1 10 50
Do., Pakling 10 00

Tapioca, per lb. 0 11½ 0 12
White Sago 0 11½ 0 12

Firmer Feeling Noted in Beans

Toronto.

BEANS.—There is a somewhat firmer feeling noticeable in bean sales. Demand is picking up somewhat, and Canadians are stronger, being quoted around \$4. Lima beans on the other hand are slightly easier.

Ontario, 1-lb. to 2-lb. pickers, bu. \$.... \$4 00
Do., hand-picked 4 25
Japanese Kotenashi, per bush. 4 50
Rangoons, per bushel 3 00
Limas, per lb. 0 11½ 0 12

Teas in Good Demand; Advances May Come

Toronto.

TEA.—There is a very good demand for teas at the present time, and stocks are being readily absorbed. The market is very firm, indeed, and with conditions at primary points becoming firmer almost daily increases are within the realms of possibility.

Pekoe Souchongs 0 46 0 48
Pekoes 0 48 0 56
Broken Pekoes 0 56 0 58
Orange Pekoes 0 58 0 60
Broken Orange Pekoes 0 60 0 62
Javas—
Broken Pekoes 0 45 0 48
Japans and Chinas—
Early pickings, Japans 0 50
Second pickings 0 40 0 48
Hysan Thirds, lb. 0 40 0 48
Do., Seconds 0 50 0 55
Do., sifted 0 50 0 62

Coffee Prices Strong; Business Good

Toronto.

COFFEE.—The sharp advances of last week have not had a tendency to curtail buying. Coffee men report business at a high level, with no indication of any tendency to hold back. Even at present prices coffee is in a very firm position, and there is no likelihood of any recession to former figures in the near future.

Coffee—
Java, Private Estate \$.... \$0 48
Java, Old Government, lb. 0 45 0 48
Bogotas, lb. 0 42 0 45
Guatemala, lb. 0 42 0 44
Mexican 0 42 0 44
Matracaibo, lb. 0 39 0 41
Jamaica, lb. 0 36 0 38
Blue Mountain Jamaica 0 48
Mocha, lb. 0 44 0 46
Mocha, Arabian, lb. 0 46 0 48
Rio, lb. 0 30 0 32
Santos, lb. 0 37 0 38
Santos, Bourbon, lb. 0 38
Ceylon, Plantation, lb. 0 44 0 45
Chicory, lb. 0 30
Cocoa—
Pure, lb. 0 24 0 28
Sweet, lb. 0 24 0 28

Good Business in Spices; No Price Changes

Toronto.

SPICES.—The market on spices is still unsettled, but indications are that the bottom of the market has been pretty well reached, and business in these lines is beginning to pick up. Quotations from primary markets are if anything in advance of present spot quotations, so that users are feeling safe in filling their requirements.

Allspice 0 18 0 25
Cassia 0 33 0 45
Cinnamon 0 45 0 50
Cayenne 0 30 0 35
Cloves 0 65 0 80

Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 55	
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric	0 30	
Cream of Tartar—		
French, pure	0 80	0 85
American high test		
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	6 75	

Rolled Oats Strong; Corn Products Also

Toronto.

CEREALS.—There have been no changes recorded during the week though all oat and corn products are in a very strong position, and are only held at present prices by the satisfactory stocks on hand. When these stocks are exhausted there must needs be an advance in accord with the present grain market prices.

	Single Bag Lots	F.o.b. Toronto
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	4 50	4 75
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	4 75	5 00
Do., fancy yellow, 98s	4 25	4 50
Corn flour, white, 98s	4 60	4 85
Do., Government standard, 98s	4 25	4 50
Hominy grits, 98s	4 85	
Hominy, pearl, 98s	4 60	
Oatmeal, 98s	4 55	
Oat Flour	4 50	
Rolled Oats, 90s	4 25	4 50
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	8 00	
Linseed Meal, 98s	6 75	
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	5 50	
Blue peas, lb.	0 10	

Above prices give range of quotations to the retail trade.

No Export Orders for Flour Received as Yet

Toronto.

FLOUR.—The situation in regard to flour is very unsatisfactory for the Canadian mills. Business appears to be going to American interests to the prejudice of the Canadian trade. At present practically all the Canadian mills are closed, and there are stocks on hand for domestic consumption for some time to come.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25

Bran and Shorts Advance \$2 a Ton

Toronto.

MILL FEEDS.—Mill feeds are in good demand at the present time, and new prices have been recorded during the week past which show a \$2 advance.

	In carlots, track
Bran, per ton	\$42 45
Shorts, per ton	44 25

Fresh Vegetables Arriving Plentifully

Toronto.

VEGETABLES.—There is a plentiful

supply of vegetables arriving on the market at the present time, with a somewhat easier tendency noticeable in many lines.

Asparagus	1 00
Beets, bag	1 15
Cabbage, Can., bbl.	3 25
Do., California	4 00
Do., Florida, crate	6 50
Do., hampers	3 00
Cauliflower, Cal., case	5 50
Do., Do., pony crate	3 00
Celery, Florida, 3s to 6s	6 50
Do., California	12 50
Carrots, bag	1 00
Do., Cal., 6 to 10 doz.	13 50
Cucumbers, 2 doz.	6 50
Endives, doz.	0 85
Lettuce, head, Texas, 30 heads ..	4 50
Do., Do., Florida, large hampers ..	7 00
Do., leaf, doz.	0 30
Onions, Can., Yellow, 75-lb. bag ..	3 00
Do., Do., 100-lb., bag.	4 00
Do., Red, 75-lb. bag.	2 50
Do., green Shallots, doz.	1 00
Parsley, jumbo bunches, doz.	0 65
Parasnips, bag	1 00
Peppers, green, doz.	1 25
Potatoes, sweet kiln dried, hamper ..	3 50
Potatoes, Ontario, bag	1 50
Do., N.B., Delawares, bag.	1 75
Spinach, Louisiana, bus. hamper's ..	2 00
Tomatoes, Florida, 6 baskets to case, case	6 50
Turnips, bag	7 50

Fruits Show Tendency Toward Firmness

Toronto.

FRUIT.—There have only been minor changes recorded in fruits during the past week, with these changes tending toward firmer prices.

Apples—

Do., Winesaps, box	5 00
Do., Spys, box	4 00
Do., in barrels, No. 1 No. 2 No. 3	
Spys	12 00 11 00
Bananas, per lb.	0 07 0 07½

Grapefruit—

Florida, 46s	4 75	5 00
Do., 54s	5 00	5 75
Do., 64s	6 00	6 25
Do., 70s	6 50	7 00
Do., 80s, 96s	6 50	7 00
Do., 126s	6 00	
Cuban, 64s	4 75	
Do., 54s	5 50	5 75
Do., 70s, 80s	6 00	

Oranges—

California navels, 100s	5 50
Do., 126s	6 00
Do., 150s	6 00
Do., 176s	6 50
Do., 200s, 216s, 250s	7 00
Do., 288s	7 00
Lemons, Cal., 300s, case	4 25
Strawberries, box	0 90
Cocoanuts—	
Per sack, 100s	10 50

WINNIPEG MARKETS

WINNIPEG, March 31.—Business remains fairly brisk in this market. There is a good demand for most lines of goods, and conditions generally are good. There have been comparatively few price changes during the week, but there is a generally stronger feeling noticeable.

Cuban Strikes Causing Worry

Winnipeg.

SUGAR.—Cuban strikes are causing refiners some worry, and it is feared a shortage may result unless these difficulties are soon settled. Prices remain steady.

SUGAR	Per 100 lbs.
Granulated—	
Best, in barrels	\$11 00
Best, in 100-lb. bags	10 95
Best, in 50-lb. bags	11 05
Best, in bales of 5x20-lb. bags ..	11 20
Best, in bales, 10x10-lb. bags ..	11 35
Best, 5-lb. packages, 20 in case ..	11 40
Best, 2-lb. packages, 50 in case ..	11 50
Light Yellow—	
In barrels	10 60
In 100-lb. bags	10 45
In 50-lb. bags	10 55
Lump Sugar—	
Hard, 100-lb. cases	11 90
Hard, 25-lb. boxes	12 15
Tea Cubes, 25-lb. boxes	11 90
Tea Cubes, 100-lb. boxes	11 60

High Prices For Olives Forecast

Winnipeg.

OLIVES.—Reports from Spain state that the new crop of Manzanillas and Queens is a failure and not more than one-third of the usual quantity will be exported and the bulk of these will be in the smaller or non-bottling sizes. Higher prices may be expected to follow this condition. Present quotations are:—

MANZANILLAS	
5-oz. bottles, 4-doz. case, per doz.	\$1 20
8-oz. bottles, 3-doz. case, per doz.	2 00
16-oz. bottles, 2-doz. case, per doz.	3 05

QUEEN OLIVES

Lunch, 8-oz. bottles, 2-doz. case, per doz.	2 00
Lunch, 16-oz. bottles, 2-doz. case, per doz.	3 20
Glass jars, 180 to 200s, 6 in case, per jar ..	1 25
Glass jars, 150 to 160s, 6 in case, per jar ..	1 30

STUFFED OLIVES

5-oz. bottles, Pimento, 4-doz. case, per dz.	1 35
8-oz. bottles, Pimento, 2-doz. case, per dz.	2 90
16-oz. bottles, Pimento, 2-doz. case, per dz.	4 50

Woodenware Will Advance in Price

Winnipeg.

WOODENWARE.—Higher prices are expected on all lines of woodenware, according to reports from Eastern manufacturers. Costs of timber are higher and there has been no reduction on any other materials to offset this. One manufacturer states definitely that higher prices will go into effect shortly.

Candies Active; Sugar a Factor

Winnipeg.

CONFECTIONERY.—Unless sugar becomes cheaper no declines in prices of candy are expected. There is no prospect of a reduction in cost of food or paper containers and wages represent a big factor. The market is steady. Manufacturers have plentiful supplies of sugar.

Coffee Unsettled; Advance Expected

Winnipeg.

COFFEE.—Higher prices are looked

for on coffee. One factor is that roasters will have to replenish their present stocks and they will have to do so at a higher figure.

Since September last coffees of the standard Rio and Santos grades, which form the bulk of the low and medium priced coffees sold on this market, have advanced on primary markets until now they are three times the price ruling one year ago. No decline from present high prices is expected though freight and insurance rates will likely be decreased. In many cases present prices are based on coffees in stock before these advances took place and will be advanced when jobbers are compelled to again go into the market.

Tea Market Firm; Demand Good

Winnipeg.

TEA.—The tea market remains very firm with a good demand. Javas are in good demand at present and prices are unchanged.

Heavy Shipment of Beans From Orient

Winnipeg.

BEANS. — The Oriental market in beans is said to be showing some activity after having been dull for some time. Freight rates from Japan to London and Marseilles have dropped twelve hundred shillings per long ton, thus putting the price of beans within reach of buyers in these countries and numerous enquiries are now reaching the Japanese market from Europe. As shipping space is easy to secure large consignments will be shipped to Europe by the Allied Governments, who are raising a fund to feed Central Europe. A tendency to firm up the bean market is expected to follow this action.

Rice Demand Fair; No Price Change

Winnipeg.

RICE.—There has been no change in the quotation of rice recently. The demand remains fair.

Rice—

Extra fancy, Japan, 100-lb. bags	0 13½
Fancy Japan, 100-lb. bags	0 12½
Siam, 100-lb. bags	0 08½
Tapioca, lb.	0 12½
Sago, lb., in sacks	0 10½
Less quantities	0 10½

Raisins in Demand; Shortage Likely

Winnipeg.

DRIED FRUITS.—Recent arrivals of new crop raisins are being rapidly bought up, as there is expectation of a shortage soon. Present demand is heavy for bulk, seeder and Valencia, ts these varieties are being sold in place of the Three Crown Muscatel, which were severely damaged by rain. There is a strong demand for prunes for both domestic and export trade. In view of this situation it is felt there may be some truth in the statement of the manager of the U.S.

Prune and Apricot Association to the effect that there will be a dried fruit famine shortly. There is little question that the new season will start off with record prices, with a possibility of stocks being exhausted before new crop fruits are available. Under the circumstances an accurate list of price quotations is difficult to make as supplies of fruits as quoted are exceedingly small.

Prunes—

40-50s, 25-lb. boxes, per lb.	0 18½
50-60s, 25-lb. boxes, per lb.	0 16½
60-70s, 25-lb. boxes, per lb.	0 15½
70-80s, 10-lb. boxes, per lb.	0 16
80-90s, 25-lb. boxes, per lb.	0 14½
70-80s, 25-lb. boxes, per lb.	0 15½

Pears, choice, 10-lb. boxes, faced, lb.

Evaporated Apples, Ontario, 50s	0 20
Peaches, choice, 25-lb. boxes	0 21
Apricots, choice, 25-lb. boxes	0 25
Do., standard, 25-lb. boxes	0 22

Raisins—

Muscatsels—

1 Crown, 25-lb. boxes	0 12½
Seeded—Bulk, 25-lb. boxes	0 12½

Canned Goods in Heavier Demand

Winnipeg.

CANNED GOODS. — There is still some divergence in opinion re available supplies of canned goods. One good authority states that despite demands for export trade there are still plentiful stocks to be drawn from. This opinion seems to be borne out by the low quotations being made on some private brands. The usual spring demand for canned goods is in evidence, and even larger sales are looked for as carry-over stocks were small. Corn, peas and tomatoes are the principal lines moving rapidly now.

From another authority we learn that the export demand has been disappointing and has resulted in a weakness in the market. This is said to be responsible for the situation in which canned fruits, though showing strength, are being offered at low levels:

Corn—		
2s		\$4 45
Peas—		
Standard, 24 x 2's	3 25	
Tomatoes—		
2½s, Can.	3 80	3 95
Peaches—		
Heavy Syrup, 24 x 2s	5 50	5 65
Pears—		
Light syrup, 24 x 2s	3 90	4 15
Plums—		
Lombard, light syrup, 24 x 2s	8 70	4 55
Lombard, heavy syrup, 24 x 2's		3 80
Strawberries—		
2s		8 15
Salmon—		
Chums, 48 x 1-lb. talls		8 40
Pinks, 48 x 1-lb. talls		10 25
Cohoes, 48 x 1-lb. talls		13 75
Sockeye, 48 x 1-lb. talls		16 25
Pinks, 48 x 1-lb.		10 40
Sardines—		
100 x ¾s		7 05

Syrups Strong; No Price Changes

Winnipeg.

SYRUP.—The strengthening of the corn market is reflected in a firmer market for syrup, though this has not resulted in any price changes as yet. Corn syrup in half barrels—about 350 lbs.—is selling at \$7.65. Golden cane syrup in 2-lb. tins, 24s, is selling at \$6 per case.

GOLDEN CANE SYRUP

2-lb. tins, 2-doz. case, per case	\$6 00
5-lb. tins, 1-doz. case, per case	1 00

10-lb. tins, ½-doz. case, per case	6 60
20-lb. tins, ¼-doz. case, per case	6 50
Quart sealers, 1-doz. case, per case	5 10

Flour Demand Light; No Export Business

Winnipeg.

FLOUR AND FEEDS. — There is a fair local demand for flour, but export shipments are light, and mills are booking only in limited capacity and have been compelled to close altogether pending further orders. Mill feeds remain firm.

Government Standard Flour—

Cash carload price	\$10 40
To bakers and flour and feed dealers	10 40
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70

Credit Prices—

Manitoba points	19 50
Saskatchewan points	10 40

Cereals—

Rollod oats, 80s	3 50
Rollod oats, pkgs., family size	5 65
Cornmeal, 98's	4 85
Oatmeal, 98's	4 75

Feeds—

Bran, per ton	39 00
Shorts, per ton	43 00
Bran, B.C. and Vancouver Isld.	45 00
Shorts, B.C. and Vancouver Isld.	49 00

Barley—

Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

Grape Fruit Firmer; Strawberries Scarce

Winnipeg.

FRUITS.—The receipt of larger shipments of oranges and lemons on the local market this week has not affected prices to any extent. Bearing out the prediction made in these columns two weeks ago grapefruit is firmer, with prices up to \$8 per case. Marmalade oranges are being offered at lower quotations. Strawberries are scarce, the Florida crop having been nearly exhausted. Fresh shipments are looked for from Louisiana shortly.

Fruits—

Oranges	\$7 00	\$8 00
Lemons, Cal.	7 00	
Bananas, lb.	0 09	
Grapefruit, case	6 50	8 00
Oranges (marmalade)		5 25
Strawberries, Florida, quart		
Japanese bitter oranges		5 50

Apples—

No. 1, bbl.	9 00
No. 3, bbl.	7 50
Boxes	4 00 4 50

Tomatoes Firm; Vegetables Plentiful

Winnipeg.

VEGETABLES.—Florida tomatoes are firm in price, and a great scarcity is apparent, owing to the recent damage to the crop in the south. California lettuce, celery and cauliflower are plentiful. Head lettuce is being quoted at \$6 a case; cauliflower at \$3 to \$3.25 per case and celery at \$15-\$16 per case.

Cucumbers, doz.	4 00	5 00
Cabbage, Cal., new		0 06
Cabbage, lb., local		0 03
Beets, with heads on, hampers	4 00	
Carrots, with heads, hampers	4 00	
Head Lettuce, Cal., case	6 00	
Turnips, cwt.	2 00	
Onions, silver and yellows, lb.	0 04	0 05
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Tomatoes, Cal., case	3 00	3 25
Cauliflower, Cal., case	15 00	16 00
Celery, Cal., case		0 90
Potatoes, 10-20 bush. lots, bush.		

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 1.—There are practically no large prunes or dried peaches on this market. Fine weather is bringing all greenhouse stock forward. Tomatoes will be on the market here early in May. A little fresh rhubarb from Mission, B.C., is arriving daily.

BRITISH COLUMBIA:

Sugar, granulated	\$10 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 20
49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 05½
Do., pearl	0 06
Beans, lima, Manchurian, 100s.	0 13½
Do., lima, California	0 14½
Do., white, 100s	0 08½
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	160 00
Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	140 00
Do., No. 2, per 40 mats	226 00
Do., California	0 10¾
Tapioca, 140s	0 10½
Sago, 140s	2 00
Canned tomatoes, 2½s, doz.	1 75
Do., peas, stand., 2s, doz.	1 90
Do., early June, 2s, doz.	2 25
Do., corn, 2s, doz.	2 25
Do., beans, green, doz.	2 25
Do., Do., yellow	4 10
Do., raspberries, 2s, doz.	4 25
Do., strawberries, 2s, doz.	3 75
Do., peaches, 2½s, doz.	2 10
Do., plums, 2s, doz.	3 25
Do., pineapple, 2s, doz.	1 40
Do., pumpkin, 2½s, doz.	17 50
Do., salmon, sockeye, 1s, tall, per case	14 00
Do., cohoes	9 50
Do., pinks	9 50
Do., chums	7 50
Do., pilchards	7 50

Dried Fruits—

Choice peaches, 25s	0 26
Do., apricots	0 22
Do., apples	0 19
Do., prunes, 70-80, 55s	0 17½
Oranges, run, per case	7 00
Lemons, per case	5 00
Grapefruit, per case	4 00
California	3 75
Bananas, lb.	0 09
Apples—Yellow Newtons, per box	4 25
Do., Winesaps, per box	4 25

PRODUCE

Dressed hogs	0 25	0 28½
Breakfast bacon, medium	0 48	
Hams, medium	0 39	
Pure lard, tierce basis	0 32	
Do., compound	0 25	
Butter, New Zealand prints	0 54	
Do., Alberta Cr., prints	0 54	
Margarine, prints	0 34½	
Eggs, fresh		
Do., storage		
Cheese, large	0 31½	
Do., twins	0 31½	
Potatoes, Lilloet, per ton	36 00	

Fish—

Frozen Halibut, per lb.	0 15	0 17
Salmon, Qualla, per lb.		0 10
Salmon, Cohoe, per lb.		0 16

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 1.—New laid eggs are now \$15. No. 1 creamery butter is selling at 54c to 56c. Sago and tapioca at 12c and 12½c. All cooked meats are up 1c, while some cuts of smoked meats have advanced 1½c. Wagstaffe's strawberry jam 4's are now quoted at \$13.50. A small lot of 60-70 prunes is quoted at 21c. Lard 3's are selling now at \$18.60. Clark's pork and beans 1's have declined \$1 a case. Krinkle corn flakes are offering at \$3.35. Sockeye salmon halves are selling at \$18 to \$18.50. Lemons are quoted \$6 to \$6.50. Japanese roasted peanuts are offering at 17c.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 30
Do., No. 2		4 10
Tapioca, lb.	0 12	0 12½
Sago, lb.	0 12	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 31	0 32
Butter, creamery, lb.	0 54	0 56
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		18 60
Eggs, new-laid, local		15 00
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 50	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.	0 18	0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 20	0 22
Prunes, 90-100s		0 16½
Do., 60-70s		0 21
Do., 40-50s		0 25
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 00	18 50
Potatoes, per ton	30 00	32 00
Oranges, navel	6 00	7 75
Lemons, case	6 00	6 50
Grapefruit	7 50	8 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 1.—The butter market still remains firm, and staples show few changes. A carload of tomatoes expected from Florida will wholesale about \$9 per case and retail about 50c per pound. Celery, rhubarb and onions all from California are expected shortly. Grapefruit is about cleaned up. Cucumbers are retailing at 30c each.

Beans, small white Japans, bu.	5 40
Beans, Lima, per lb.	0 12½

Flour, standard, 98s	5 45
Rolled oats, boils	3 65
Rice, Siam, cwt.	8 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 58
Lard, pure, 3s, per case	19 35
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 65
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 60
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Grapefruit	7 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

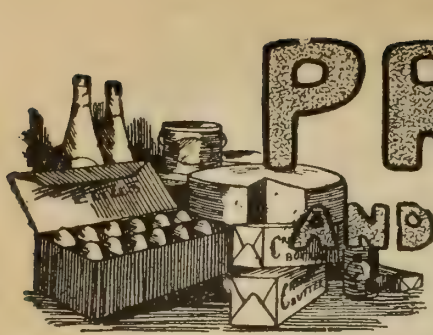
New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 1.—Granulated sugar has declined to \$10.05, while yellow is quoted at \$9.55. Butter is now selling at 54c to 56c. Potatoes are quoted at \$3 to \$3.25. Lemons \$6 to \$6.50. Oranges \$6 to 7.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.		\$12 50
Cornmeal, gran., bags	5 75	6 00
Cornmeal, ordinary, bags	3 25	3 30
Rice, Siam, per 100	8 75	9 00
Molasses	0 90	0 92
Sugar—		
Standard, granulated		10 05
No. 1, yellow		9 55
Cheese, Ont., twins	0 31	0 31½
Eggs, fresh, doz.		0 43
Eggs, case		0 40
Breakfast bacon	0 30	0 38
Butter, creamery, per lb.	0 54	0 56
Butter, dairy, per lb.	0 47	0 50
Butter, tub	0 42	0 46
Margarine	0 33	0 35
Lard, pure, lb.	0 30	0 30½
Lard, compound	0 27	0 27½
American clear pork	56 00	65 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 00
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 30
Peas, standard case		2 90
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 18	0 18½
Peaches, per lb.		
Apricots, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 50	3 50
Lemons, Cal.	6 00	6 50
Oranges, Cal., case	7 00	8 00
Grapefruit, case	6 00	7 50
Bananas, per lb.	0 09	0 10
Apples, box		5 50



PRODUCE AND PROVISIONS

Export Demand Increases Produce Prices

American Buying is Responsible For Shortage of Beef and Pork, and Consequent High Prices—Export Selling of Butter, Eggs and Poultry Also Affects Market

A MERICAN buyers are proving a big factor in the produce market of late, and have been the cause of sharp advances in many lines. The sudden realization that butter stocks in the United States were light, and that fifty per cent. of these stocks were in the hands of the Government, and that therefore the domestic trade was face to face with a serious situation led American buyers to enter the Canadian market, and heavy purchases have been made on all the large markets, with the result that Canadian stocks, already light, have been further depleted, and wholesale prices have shot up six and seven cents a pound during the week, with the probability that there will be still further advances.

Heavy Buying of Hogs and Beef

The same conditions obtain in the hog and beef markets. Heavy buying for export has been a large factor in maintaining prices, as the domestic demand is not sufficient to maintain present standards of price. In the case of beef American buyers are picking up all the best quality stock. A week ago there were 2,500 head offered on the Toronto market; of this quantity 1,100 went to American buyers, and were shipped across the line. As stocks at this time of year are always light, this unexpected drain is a factor to be reckoned with. It has already resulted in forcing prices to almost prohibitive levels, with no relief in sight till grass cattle begin to come on the market in the early summer.

Much Poultry Exported

The export demand for poultry too has been an effective argument in keeping poultry prices at their present high levels. There has only been a fair holding in storage for some time past, and there has been a practical cessation of arrivals of desirable stock. Yet there have gone from the Toronto district alone within a comparatively brief period 18 carloads of poultry for export. This means that storage stocks are running down to a fairly low level, and as a result prices are inordinately high.

The English export demand for both

lard and shortening has been another important influence in the trade. European countries are almost bare of fats, and there is a keen demand for everything of that nature, which has resulted in a consequent lowering of stocks in this country and, again, advancing prices.

SWIFT CANADIAN CO. OPEN LOCAL DEPOT IN ST. JOHN, N. B.

The Swift Canadian Company of Canada has purchased a large lot in City Road, St. John, with railway connection in the rear and containing buildings formerly used as warehouses and a flour mill. The company will spend about \$40,000 in improving the property which will be used as a local depot and also storage station for the Maritime Provinces. C. G. Harper will be in charge of the new station, with O. B. Akerly continuing as representative of the produce department.

ARMOUR & CO. TO HAVE BRANCH OFFICE AT ST. JOHN, N.B.

Armour & Company also are planning to extend their business facilities in St. John. A branch office was opened in December and business has proved so satisfactory and the outlook so promising in this territory that it has been decided to put the business on a permanent basis. They have purchased a property also in City Road with the same rail connections, and during the next year or so expect to erect a large building which will be used as the headquarters for their Maritime trade. Meanwhile the buildings standing on the site will be remodelled for temporary use. M. Dever, formerly of Hamilton, Ont., for many years connected with the company, is in charge.

PRINCE RUPERT TO BE CHIEF FISHING PORT

John P. Babcock, assistant to the Commissioner of Fisheries of British Columbia, on a recent visit to Prince Rupert was quoted in a published interview as expressing the belief that the time was

near when the cod fisheries of the Aleutian Islands, whose products were formerly handled through Seattle and San Francisco, would be centred at Prince Rupert. This idea was based on the fact that Prince Rupert is about 1,500 miles nearer to the fishing banks than San Francisco, and has other natural advantages which, Mr. Babcock believes, should result in its becoming headquarters for the codfish industry.

MONTREAL RETAILERS OUT FOR FISH TRADE

With a view to increasing their sales of fish, many of the Montreal fish dealers are inaugurating a campaign to secure an increasing amount of business. This will be accomplished, largely, through an increased publicity through the daily papers. In a general sense, the cost of advertising for a small retailer in a large metropolitan daily is excessively high when related to the probable turnover. Where the various retailers can unite in a common effort to increase their sales, the cost can be distributed, and it is understood that this is one of the features of the present campaign.

A meeting to open the discussion was held about ten days ago. Many retailers from various sections of the city of Montreal and its suburbs were in attendance and it was then decided to hold a meeting later, plans to be definitely considered at this meeting. It is stated that tentative plans presented to the first meeting were well received and that the ideas outlined will enable small dealers to place their fish selling upon a more satisfactory basis. A further report will be forthcoming dealing with definite plans.

FISH MARKET FOR WINNIPEG

A. H. Sherman, of Vancouver, may establish a fish market in Winnipeg to be operated in connection with his chain of markets in American and British Columbia cities.

Mayor R. H. Gale, of Vancouver, wired Mayor Gray Saturday asking if suitable premises, well located and with reasonable rent, would be available in Winnipeg in the event of Mr. Sherman deciding to locate.

The Sherman organization is branching out to prairie cities, including Edmonton. According to Mayor Gray every inducement should be offered the proposed enterprise.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 2.—Beef prices are marked up this week, following the firming tendencies of the past ten days. Supplies of various grades are ample, and selling is fairly active. The hog market is somewhat unsettled, and there is a little better range than that obtaining last week. Barrel pork is firmer, and the prices have advanced \$1 to \$2 per barrel. Lard has moved up one-half cent per pound, but there is no change for shortening. Butter, cheese and margarine are all steadily firm, without change. Eggs are up four cents for best quality stock, and grading has been again adopted by the produce men, that is, they are now offering number ones and selects. Poultry export continues, and fish markets are unchanged.

Beef is Higher;

Hogs Unsettled

Montreal

FRESH MEATS.—That the hog market should have been somewhat unsettled during the past week is not altogether surprising. Prices ruled high and then dropped, and there has been quite an unsettled feeling. The range now is from \$19.50 to \$20 for abattoir grade, whereas last week the position was firm at one quotation—\$20. It is stated that country dressed supplies are not so large and it is thought that the immediate future will record a firm market.

Beef is high and the spreads for some cuts are narrowed. Calves, as to grade, are selling freely at 16c to 24c as to the grade, and this price is with the hide. The markets are fairly active at maintained advances.

Hogs, Dressed—		
Abattoir killed, small	\$	\$28 00
Sows	25	00
Hogs (country dressed)	25	00
Hogs, live	19	50

Fresh Pork—		
Leg of pork	0	36
Loins	0	38
Tenderloin, lb.	0	46
Spare ribs	0	24
Trimmed shoulders	0	27

Fresh Beef—		
(Steers and Heifers)		(Cows)
\$0 28	\$0 32	Hind quarters
0 18	0 21	Front quarters
0 40	0 40	Loins
0 30	0 30	Ribs
0 15	0 16	Chucks
0 23	0 24	Hips
Calves (as to grade)	0	16
Lams—fresh killed	0	32
Do., frozen	0	33
Sheep	0	20

Pork in Barrels

Has Advanced

Montreal

CURED MEATS.—Following the higher hog markets, barrel pork is firmer in price and advances were made of \$1 to \$2 per barrel in some grades. There has been a fair demand and stocks are ample.

For cured meats, and for smoked meats and bacon in particular, the sale has been seasonably good. Orders could still be larger, for it is not customary for the trade to order heavily.

Most merchants are buying for immediate needs only.

Cured Meats—

Hams—		
Medium, smoked, per lb.—		
(Weights) 10-16 lbs.	0	37
16-20 lbs.	0	36
20-35 lbs.	0	34
Bacon—		
Plain	0	43
Boneless, per lb.	0	46
Bacon—		
Breakfast, per lb. (as to qual.)	0	40
Roll, per lb.	0	32½
Dry Salt Meats—		
Long clear bacon, ton lots	0	25
Long clear bacon, small lots	0	26
Fat backs, lb.	0	30
Barrel Pork—		
Canadian short cut (bbl.)	55	00
Clear fat backs (bbl.) (40-50 pieces)	60	00
Do. (30-40 pieces)	62	00
Short cut clear pork (bbl.)	55	00
Heavy mess pork (bbl.)	43	00
Bean pork (bbl.)	43	00

Light Movement

Cooked Meats

Montreal

COOKED MEATS.—While most of the meats have advanced in a wholesale way, the market for cooked meats is steadily held with little or no change. Supplies are ample and the demand will doubtless not improve materially before the warmer months come.

Head cheese	0	15
Meat loaf with macaroni and cheese, lb.	0	29
Choice jellied ox tongue	0	44
Ham and tongue, lb.	0	32
Veal and tongue	0	25
Hams, roast	0	50
Hams, cooked	0	50
Shoulders, roast	0	44
Shoulders, boiled	0	44

Half a Cent

Added To Lard

Montreal

LARD.—Another half-cent has been added to the price of lard, all round. The demand is continuing large, and while supplies are ample, consumptive buying and firm pork contribute in making a strong undertone manifest in this market.

Lard, pure—		
Tierces, 400 lbs., per lb.	0	30½
Tubs, 50 lbs., per lb.	0	30¾
Pails, 20 lbs., per lb.	0	31
Bricks, 1 lb., per lb.	0	32

Fair Sales

of Shortening

Montreal

SHORTENING.—There is a fairly free movement of shortening, with lard again so high in price. There has been no change in the quotable basis but an advance would not come as a surprise. The supplies are fairly ample.

Tierces, 400 lbs., per lb.	0	26
Tubs, 50 lbs.	0	26¼
Pails, 20 lbs., per lb.	0	26½
Bricks, 1 lb., per lb.	0	27½

Margarine Steady

at Last Advance

Montreal

MARGARINE.—With butter on its high basis, there continues to be a fairly active market. Supplies are going forward at the advances recorded last week and there has been little indication of the basis lowering while butter holds at over 60c.

Margarine—

Prints, according to quality, lb.	0	34
Tubs, according to quality, lb.	0	32

Butter is Held;

New Expected

Montreal

BUTTER.—The market is held without change this week but there is a decided tendency to firmness. The trade states that a number of factories will be operating this week. Just what influence this will have in the matter of supply is not clear but it is not expected to influence price at this time, for the influence will not be great for some weeks, it is expected.

Butter—

Creamery prints (storage)	0	61
Creamery solids (storage)	0	60
Dairy prints, choice	0	48
Dairy, in tubs, choice	0	47

Cheese Goes Well;

is Unchanged

Montreal

CHEESE.—The movement is maintained on a fairly active basis for cheese, and while there is not any quotable change, the market is steadily held with no weakness showing. Supplies are not considered heavy and the trade is working along on really smaller supplies than in normal times.

Cheese—		
Large, per lb.	\$0	28½
Twins, per lb.	0	30
Triplets, per lb.	0	30
Stilton, per lb.	0	30
Fancy, old cheese, per lb.	0	30

Select Eggs Up

Four Cents

Montreal

EGGS.—Select new-laid eggs at 48c per dozen makes the advance for these over the week four cents per dozen. This was scarcely expected. It appears that Western Canada eggs are coming through Montreal but that shipments

are billed right through on export account. This means that the local trade is dependent upon local supplies and with an excessively large demand there is no over supply to speak of. The market is firm and both number ones and selects are now being offered.

Eggs—
No. 1 \$0 45
Selects 0 48

Heavy Poultry

Export Demand

Montreal

POULTRY.—The receipt of live poultry is very limited and there continues to be a great deal of export of storage supplies. In fact it is stated that enquiries call for large amounts and some of this demand, it is stated, is being satisfied. The price basis has continued unchanged and domestic selling is steady.

Chickens, roast (3-5 lbs.)	\$0 38
Chickens, roast (milk fed)	0 43
Broilers (3-4 lb. pr.)	0 45
DUCKS—	
Brome Lake	0 47
Young Domestic	0 40
Turkeys (old toms), lb.	0 46
Turkeys (young)	0 46
Geese	0 30
Old fowls	
Large	0 34
Small	0 30

Fish Available

From the Coast

Montreal

FISH.—Supplies are available in fairly large volume of fresh fish. The transportation from coastal points, particularly from the Atlantic, enables the trade here to maintain stocks in good shape and a larger consumptive demand could be taken care of. Prices are practically unchanged this week and trade is just fair.

FRESH FISH		
Haddock	0 09	0 10
Steak Cod	0 10	0 11
Market Cod	0 08	0 09

Flounders	0 09	0 10
Prawns	0 40	
Live lobsters	0 50	

FROZEN FISH

Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 16	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 13	0 15
Smelts, No. 2, per lb.	0 10	0 11
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.	6 00	
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	

PICKLED FISH

Herrings (Scotch cured), barrel	12 00
Scotia, barrel	12 00
Do., half barrel	6 50
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	25 00
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	\$15 00
Batouche, per barrel	15 00
Scalions, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	6 50
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	8 40

SUNDRIES

Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, April 2.—There continues to be a very firm market for practically all lines of produce and provisions. Butter is very uncertain in price, and has been subject to some fluctuations, but the general tendency has been unquestionably toward higher prices. Beef and pork also show a considerable advance, and cooked meats are expected to advance in sympathy, though there are no changes recorded as yet. Eggs are slightly higher, though the export demand has eased off in rather a surprising manner.

Beef Prices Continue High Fresh Pork Also

Toronto.

FRESH MEATS.—Prices continue to rule high for all fresh meats, owing to the extensive buying of American interests that is keeping this market comparatively bare. The best cattle are selling at about 25 cents a pound, with somewhat inferior grades ranging from 21 to 22 cents. There is a tendency toward stronger prices in fresh pork also, with no relief in sight.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$25 00	\$27 00
Live, off cars, per cwt.	19 75	20 25
Live, fed and watered, per cwt.	19 50	20 00
Live, f.o.b., per cwt.	18 50	19 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 30	0 32
Loins of pork, lb.	0 36	0 38
Tenderloins, lb.	0 42	0 47
Spare ribs, lb.	0 18	0 20
Picnics, lb.	0 24	
New York shoulders, lb.	0 27	
Montreal shoulders, lb.	0 28	
Boston butts, lb.	0 32	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 24	0 30
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 22	0 30
Chucks, lb.	0 13	0 18

Loins, whole, lb.	0 28	0 33
Do., short, lb.	0 35	0 40
Hips, lb.	0 23	0 26
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 23	0 26
Lambs, whole, lb.	0 28	0 32
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

Cured Meats Show Stronger Tendency

Toronto.

PROVISIONS.—While no marked changes are noticeable in cured meats this week there is a tendency toward a firmer feeling in these lines that may result in advances.

Hams—

Medium	\$0 36	\$0 39
Large, per lb.	0 28	0 35

Backs—

Skinned, rib in	0 45	0 47½
Boneless, per lb.	0 49	0 52

Bacon—

Breakfast, ordinary, per lb.	0 39	0 41½
Breakfast, fancy, per lb.	0 44	0 47
Roll, per lb.	0 29	0 31
Wiltshire (smoked sides), lb.	0 34	0 38

Dry Salt Meats—

Long, clear bacon, av. 50-70 lbs.	0 27	0 29
Do., aver. 70-100 lbs.	0 25	0 26½
Fat backs, 16-20, lb.		0 30

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—

Mess pork, 200 lbs.	42 00	45 00
Short cut backs, bbl., 100 lbs.	53 00	55 00
Pickled rolls, bbl., 200 lbs., heavy	48 00	52 00
Do., Do., Do., lightweight	52 00	53 00

Above prices subject to daily fluctuations of the market.

Cooked Meats

To Advance

Toronto.

COOKED MEATS.—There will be advances in many cooked meat lines, following the sharp advance in hogs. These advances have not yet been named, so prices remain for the present as follows:

COOKED MEATS

Boiled hams, lb.	\$0 48	\$0 49
Hams, roast, without dressing, lb.	0 47	0 48
Shoulders, roast, without dressing, per lb.	0 45	0 47
Head Cheese, 6s, lb.		0 14
Meat Loaf with Macaroni and Cheese, lb.		0 24
Choice Jellied Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 25

Above prices subject to daily fluctuations of the market.

Good Lard Demand; Stocks Are Light

Toronto.

LARD.—The lard market is very firm owing to strong demand, and to light stocks, prices however remain unchanged for the week.

Lard, tierces, 400 lbs., lb. \$.... \$0 30
In 60-lb. tubs, ¼c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Demand for Shortening Good; No Price Changes

Toronto.

SHORTENING.—In company with lard, shortening is in a very strong position, with stocks comparatively light. There have been no changes during the week.

Shortening, tierces, 400 lbs., lb. \$0 25½ \$0 24
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Comparatively Small Demand For Margarine

Toronto.

MARGARINE.—The demand for margarine continues to be light, considerably lighter in fact than it was a year ago when the product was somewhat of a novelty. Prices are unchanged.

Butter Still Advances; No Declines in Sight

Toronto.

BUTTER.—The butter market has been very unsettled during the week, but the general tendency has been higher. During the week the Chicago market showed a clear decline of 10 cents with an immediate advance of 7 cents, which indicates the unsettled feeling of the market. In Canada, however, the demand is so constant that there has been no tendency to declines, and the general feeling seems rather to favor the possibility of further advances.

Butter -		
Creamery prints (storage)	\$0 57	\$0 58
Creamery solids (storage)	0 56	0 57
Creamery prints (fresh made) ..	0 59	0 60
Creamery solids (fresh made) ..	0 58	0 59
Dairy pr'ts, fresh separator, lb.	0 48	0 50
Dairy prints, No. 1, lb.	0 47	0 48

Egg Prices Advance; Export Falls Off

Toronto.

EGGS.—There has been a sudden and surprising decline in the export demand for eggs, but this has not had any effect on the market, which as a matter of fact shows advances for the week, the movement into storage along with the local demand is enough to assure prices at the present time remaining firm.

New-laid, in cartons, doz.	\$0 45	\$0 46
New-laid, doz.	0 43	0 44

Prices shown are subject to daily fluctuations of the market.

Fair Movement in Cheese; No Price Changes

Toronto.

CHEESE.—There is a fair business offering in cheese, but a somewhat easier feeling is noticeable. No price changes have occurred during the week.

Export Demand for Poultry Depletes Storage Stocks

Toronto.

POULTRY.—There are practically no arrivals of poultry on the market at present, about the only arrivals being staggy chickens and old hens, otherwise demand is being met by cold storage stocks. These too are light owing to the strong export demand, eighteen carloads of poultry having been exported of recent date. It is expected that there will be a large demand for poultry during the coming week owing to buying for the Jewish Passover.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks, lb.	\$0 35	\$0 40
Geese, lb.	0 50	0 50
Turkeys, old, lb.	0 40-0 42	0 45-0 48
Do., young, lb.	0 32-0 35	0 45-0 48
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 33	0 35
Fowl, over 6 lbs., lb.	0 28	0 30
Fowl, under 4 lbs., lb.	0 28	0 30

Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26-0 32	0 35
Chickens, over 5 lbs., milk fed, lb.	0 38	0 38

Prices quoted to retail trade:

	Dressed	37
Hens, light	\$0 35	\$0 37
Do., heavy	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 40	0 42
Turkeys	0 47	0 50
Geese	0 52	0 52

Fresh Fish Arrivals Delayed by Storms

Toronto.

FISH.—The arrivals of fresh fish are very light up to the present owing to the prevailing storms which make it impossible for the fishermen to operate. On other lines supplies are fairly plentiful, and there is a very satisfactory demand. There have been practically no price changes during the week.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10

FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 08½	0 09
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, headless, lb.	0 10	0 10
Do., heads on, lb.	0 09	0 10
Do., small, case, 200 lbs., lb.	0 05	0 05
Halibut, medium, lb.	0 22	0 23

Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 12	0 13
Salmon, Cohoe, lb.	0 21	0 22
Do., Qualla, lb.	0 12½	0 15
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.	0 12	0 15
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.	0 24	0 24
Tomcods, lb.	0 09	0 07

FROZEN LAKE FISH		
Herrings, Lake Superior	0 03½	0 04
Do., Lake Erie, lb.	0 06	0 06½
Mullets, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibees, lb.	0 09	0 10
Whitefish, lb.	0 09½	0 10

SMOKED FISH		
Bloaters, 40 Count, box	1 30	1 30
Cod, smoked, lb.	0 11	0 11
Ciscoes, lb.	0 12	0 12
Digby Chicks, bble.	1 85	1 90
Boneless Digbys, box	2 00	2 00
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 16	0 18
Do., Finnan, lb.	0 11	0 14
Herring, Kippered, box	1 30	1 65

DRY AND PICKLED FISH		
Herring, Labrador, bbl.	10 00	10 00
Do., Do., keg	6 00	6 00
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case	2 75	2 75
Quail on Toast, 24 1-lb. tablets, cs	3 60	3 60
Sea Trout, keg	12 00	12 00
OYSTERS, No. 3 size package		
Do., No. 5 size package (4 1-6 (2½ gallons)	9 50	9 50
Do., No. 1 size package	15 50	15 50
Do., No. 1 size package	3 30	3 30
Shell Oysters, 800 count, bbl.	14 50	14 50
Do., Do., 1,000 count	13 00	13 00

WINNIPEG MARKETS

Provisions Firm; Price Still High

Winnipeg.

PROVISIONS.—The hog market is holding firm at the high level of \$19.25 reached last week, and there is nothing to warrant an early decline.

Growing Scarcity in Creamery Butter

Winnipeg.

BUTTER.—Creamery butter is very firm. Receipts are light and supplies none too plentiful. Prices range from 56c to 57c per lb.

Butter—		
Fresh made creamery, No. 1 cartons	0 56	0 57
Fresh made creamery, No. 2	0 54	0 54
Margarine	0 31	0 32

Approach of Spring Weakens Egg Price

Winnipeg.

EGGS.—The egg market is weak with a downward tendency apparent. Receipts are light and with the approach of warm weather a further weakening is expected. Prices this week are 45c per doz.

Eggs—		
New-laid, doz.	0 45	0 45

Export of Poultry Keeps Prices Firm

Winnipeg.

POULTRY.—Poultry prices are firm due to an export demand for storage stocks. A number of cars of poultry have recently been shipped from Western Canada for export.

Sea Fish Show Substantial Drop

Winnipeg.

FISH.—Substantial declines are made this week on prices of many lines of sea-fish, lake fish and smoked fish. Plentiful supplies have caused the decline in prices, combined with a better demand than in recent weeks. Soles and plaice are coming forward in good quantity, also irregular shipments of fresh halibut and salmon. Inland lakes fish have not started to move yet. Declines are here-with noted on whitefish, trout, halibut, salmon, soles, finnan haddie. A slight advance has been made on fancy Western kippers. Smelts are temporarily off the market, also fresh halibut.

LAKE FISH		
Whitefish (cleaned), lb.	0 12	0 12
Whitefish (frozen), lb.	0 12	0 12
Pickrel, lb.	0 13	0 13
Pickrel Fillet, lb.	0 35	0 35
Frozen Trout, lb.	0 16	0 16
Round Jackfish, lb.	0 09	0 09
Dressed Jackfish, lb.	0 09½	0 09½
Frozen Goldeye, lb.	0 07½	0 07½
Speckled Trout, lb.	0 35	0 35

SEAFISH		
Frozen Halibut, lb.	0 20	0 20
Frozen Salmon, lb.	0 20	0 20
Frozen Mackerel, lb.	0 18	0 18
Red Carp, lb.	0 09½	0 09½
Sable Fish, lb.	0 12	0 12
Haddock, lb.	0 10	0 10
Soles, lb. (50-100)	0 08	0 08
Soles (less)	0 08½	0 08½
Plaice, lb.	0 08	0 08
Skate, lb.	0 08	0 08
White Salmon, lb.	0 15	0 15

SMOKED FISH		
Finnan Haddie (30-lb. boxes), lb.	0 15	0 15
Finnan Haddie (15-lb. boxes), lb.	0 15	0 15
Smoked Goldeye, lb.	0 17	0 17
Smoked Codfish, lb.	0 20	0 20
Smoked Fillet (15-lb. boxes), lb.	0 22	0 22
Bloaters (25-lb. boxes), case	2 85	2 85
Kippers, Western, fancy	2 50	2 50

Announcing
the amalgamation of the business of

HERBERT PETERS

88 Front Street East and 22-24 West Market Street
TORONTO

with the firm of

DUNCAN'S LIMITED
NORTH BAY, ONT.

With Branches at Sudbury, Cobalt and Timmins.

The new firm will be known as

Peters Duncan Limited

Wholesale Dealers in

Fruits, Vegetables and Produce

Our increased buying and distributing facilities
will enable us to give our customers better
service.

Our aim will be to give you the finest quality
products at the most reasonable prices.

Get In Touch With Our Nearest Branch

ROSE BRAND BACON

Easter Breakfast

THE unchangeable order of Easter Breakfast is bacon and eggs—but the degrees of goodness and flavour in bacon are various. Therefore, in order to avoid disappointment and to procure first quality—buy

ROSE BRAND BACON

You could wish for nothing better. Served piping hot, crinkly, flavory, appetizing slices of Rose Brand Bacon make a breakfast that the whole family will relish.

Sold Almost Everywhere.

MATTHEWS-BLACKWELL LIMITED
Established 1852

Canada Food Board License 14-85



This Advertisement Will Help You

The advertisement as shown above will appear in the large Daily papers and also Magazines in April and will create a demand for "Rose" Brand Bacon. Be prepared to meet the demand by having a supply on hand.

MATTHEWS-BLACKWELL, LIMITED

Plants at

Toronto Montreal Hull
Peterboro Brantford

Established 1852

Canada Food Board License 13-85

Branch Houses

Winnipeg Fort William Ottawa
Sydney Halifax

FREEMAN Dry Air Refrigerator

Canada's First Centre Air Flue Refrigerator—patented 1918.
Canada's First Dry Air Refrigerator.
A superior Refrigerator for Butcher, Grocer and Delicatessen—
perfect for dryness of air and Economy of Ice.
Order early to avoid the hot weather rush orders.
Catalogue on request.

THE W. A. FREEMAN CO., Limited
HAMILTON - CANADA

Branches at

Toronto

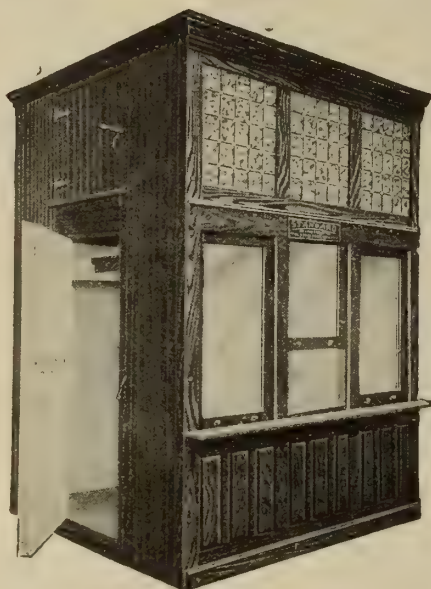
114 York St.

Montreal

Winnipeg

209 McDermot Ave.

Write for Catalogue



**Backed
by a reputation**

—a reputation won by giving
the housewives of Canada an
absolutely pure table salt, with
fine, even grain full of savour.
This is why

**Windsor
Table
Salt**
*Made in
Canada*

is always in demand—and
why Grocers like to handle it.
It pleases every customer.

THE CANADIAN SALT CO., LIMITED

256

LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails. 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

F. W. Fearman Co.
LIMITED
Hamilton, Canada

*For the Restaurant Trade
and the Housewife*



**Indian
Chief
Brand
Clams**

Extra delicious
and very whole-
some. Economical
too, because there
are no waste par-
ticles whatever.

Being ready
cooked this sea
food is very popu-
lar during the
summer weeks.
The housewife is
always apprecia-
tive of the "ready-
for - the - table"
feature of Indian
Chief Brand
Clams.

SHAW & ELLIS
POCOLOGAN, N.B.

The Real Merit which pushed H.P. to the front,
is keeping it there NOW

It pays to put H.P. in your window—let the public see you
sell H.P. SAUCE; your customers are buying it
SOMEWHERE.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P.

SAUCE

For your provision counter

SCHNEIDER'S PURE MEAT SAUSAGE

A line that's different from all others
in appearance, quality and taste.

Never hesitate to recommend
Schneider's. Your customers will like
them and will come back for more
regularly.

And your profit margin is good.

J. M. Schneider & Son, Ltd.

KITCHENER ■ ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*



Man Left You, Did He ?

And for the life of you you don't know where to
find another to replace him. Well, our advice to
you—and it's good advice—is: Find him by adver-
tising—a small condensed advertisement in CAN-
ADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend
CANADIAN GROCER, but when it comes to finding
a man for the grocery business, honestly we don't
know of a better or cheaper way of finding him
than the use of CANADIAN GROCER.

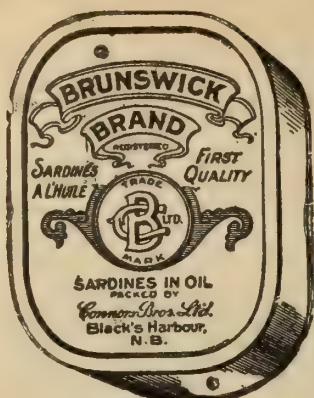
The way to find the man you want is to look for
him where he is likely to be found—in the grocery
business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion.
Five cents additional per insertion when replies are to be sent to Box Number in our
care.

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO



Build Up Your Fish Department

Build it up with a line of profit-pulling, customer-pleasing sea foods—

Brunswick Brand

Nothing but the choicest pick of the season's catches is offered under the seal of Brunswick Brand. That brand is a rock-fast guarantee of unstinted quality and certain "repeat" sales.

Select your requirements from the list below and prove what splendid sellers Brunswick Brand Sea Foods are:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
- (Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams, Scallops
- (Oval and Round Tins)

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.

KLIM
IN POWDER FORM

ONE taste of Klim will convince any woman of its genuineness. You'll notice that where Klim is used once it is used again and again.

Accumulative sales are the big profit-makers. Get Klim started, its goodness will keep sales moving.



**CANADIAN MILK
PRODUCTS LIMITED
TORONTO**

Montreal Winnipeg St. John

Stocked by
ALL WHOLESALE GROCERS

Canada Food Board
License No. 14-242

Ask us for

Egg Carriers and Butter Tubs

Walter Woods & Co.
Hamilton and Winnipeg

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.


We provide a box number, if you want your identity concealed. And forward replies, of course.

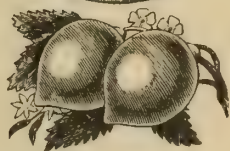
Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

Make room on
your counter
for a few
bottles of

ROSE'S LIME JUICE

 *The Original and Genuine
Brand*



Rose's is a good Lime Juice—none better

Non-intoxicant, healthful, nourishing this delicious summer drink will be welcomed in every home in your community.

And every bottle you sell will win you a good, big profit. It's easy to sell Rose's. It looks good and it tastes better.

Order your supplies now in good time for the hot weather weeks.

Holbrooks, Ltd.
Toronto and Vancouver

WHERE IS CAPITAL TO COME FROM?

IN reality, it is not more money that is wanted but more of the things which money can buy. The real question, therefore, is: What is necessary to increase the quantity of goods in proportion to the amount demanded by unanimous popular resolution? Incidentally to this is the further question: Where is the capital to come from to provide the factories, machinery, raw materials, etc., and who will furnish the extra labor required for the increased production?

To try and solve this important problem by a general investigation of ideas as they come along involves an attempt to discuss a perfect babel of voices, from that of the Bolshevik who cheerfully distributes blank forms undertaking to deliver the millennium according to details to be filled in by each applicant who will sign up under his leadership to that of the "good old time" pessimist who detects the seeds of ruin in every proposed change.

(That method of solving business problems belongs to minds content to "muddle along" on hearsay and sensational newspaper items.)

The method of an analysis of the essential features of actual economic conditions is likely to be much more effective and more within the bounds of time and space.

(This is the clear-headed business method with business problems of the regular reader of THE FINANCIAL POST.)

The main question affecting Canada and indeed the whole business world to-day and the sentences in plain type above are taken from a leading article by Prof. Adam Shortt in

The Financial Post

dated March 29th, an issue which contains, amongst other important business news, these articles on "Essential Features of Actual Economic Conditions" in Canada to-day.

The Menace of Confiscatory Legislation
Shareholders of G.T.R. Entitled to a Better Deal

General State of Business is Favorable
Tariff Amendment a Poor Political Move
Lord Shaughnessy on the Labor Problem
C.P.R. Will Put Confidence in Public Opinion

The Increase in Current Loans Still Continues

West's Problems Considered by Loan Cos.
New Steel Price List Evidently a Compromise

Construction Plans of C.P.R. Announced
General Electric Coming Back to Peace Basis

Suggests That Farmers Deal With Own "Kicks"

Engineer Murphy Attacks Hydro Policy
The Farmer, the Bank, and the Manufacturer (Edit.)

Need for Closer Supervision of Municipal Loans

Apartments Are Only Solution of House Problem

More American Capital for Canada

TO the keen, well-ordered business mind the idea of "muddling along" on haphazard and sensational information which loses the essential business-building points while creating the excitement is totally unsatisfactory. When you "get down to business" you want the plain facts—all of them without frills—and quickly. You get them like that in THE POST. Send for a sample copy or order subscription on this form:

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, \$3.00 per year, on receipt of bill, or you may draw on me for this.

Name
Address
C.G.

RICE

Wholesale houses are respectfully requested to enquire for prices on carloads of Siam and Japan Rice. Telegraphic messages sent "collect" will be accepted.

S. LOWRIE

825 Powell St.

Vancouver, B.C.

ORDER YOUR CANNING BOX SHOOKS REQUIREMENTS FOR 1919 NOW AND ENSURE GOOD DELIVERIES.

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.



**RID-
OF-
RATS**

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.

100 Emerson Place

Brooklyn N. Y.

A Snap in Fish

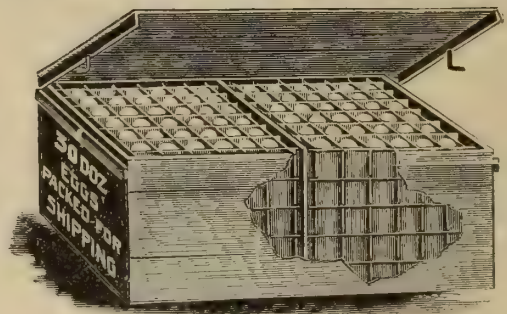
Before buying, write for our prices on Lake Superior Herring, both pickled and frozen.

We Invite Correspondence

LEMON BROS.

OWEN SOUND, ONT.

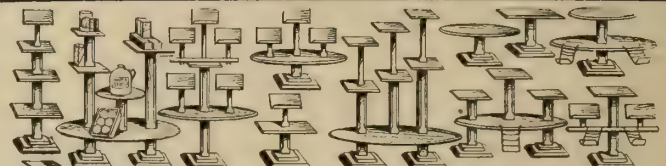
THE MILLER BROS. CO., LIMITED



Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA



Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up. Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, **\$38.50**
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, **\$23.10**

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244½ St. Paul St. West, Montreal

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"
"Brier"
"Index"



Trade Mark
Registered



Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, P. Q.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

It Captivates the Housewife

She has found that it does not pay to make her own marmalade. After all her drudgery she cannot get the appetizing appearance, the uniform quality and the delicious, characteristic flavor of

Shirriff's

(Pure Seville)

Orange Marmalade

It is made from Seville oranges and pure cane sugar—that's all. But it is made by experts with years of experience, and in our up-to-the-minute-equipped-factory.



This is a good, honest line for the dealer who wants quick turn-overs. He will have no trouble in selling a good stock of this product for it is constantly growing in popularity with the modern housewife. One trial is likely to result in Shirriff's be-

coming a regular item in the weekly grocery order.

Imperial Extract Co.
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE

MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	\$2 00
16 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per	

pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS

"DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	Per doz.
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

SUMORE

The Perfect Peanut

Notice to Dealers:

The Prices are Down

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.



SALE OF SURPLUS MILITARY AND NAVAL STORES

DRY GOODS, CAMP SUPPLIES, FOOD, HARDWARE, SCRAP METAL, JUNK

Cloth; new and second-hand clothing, equipment, hardware, tents, blankets, camp supplies, etc. :: Flour, jam, canned evaporated milk, tea, coffee, etc. :: Condemned clothing, junk, old brass, metals, leather, rubber, etc.

Sales will be Made by Sealed Tender

Persons desiring to tender are requested to communicate with **THE SECRETARY OF THE WAR PURCHASING COMMISSION, BOOTH BUILDING, OTTAWA**, stating the items in which they are interested, whether new or second-hand or both.

Arrangements will be made to have samples on exhibition at places throughout Canada; specifications, full details, and tender forms will be mailed when ready to those who have registered as suggested above.

IF INTERESTED PLEASE APPLY NOW

Institutions May Make Direct Purchase Without Tender

Dominion, Provincial, and Municipal departments, hospitals, charitable, philanthropic, and similar institutions which are conducted for the benefit of the public and not for profit may purchase goods without tender at prices established by the War Purchasing Commission.

All communications should be addressed to the Secretary, War Purchasing Commission, Booth Building, Ottawa, who will be glad to supply lists and further details to those interested.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

VOL-PEEK 15¢



MENDS HOLES IN
POTS & PANS IN
TWO MINUTES
WITHOUT TOOLS

Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, \$2.25. 60% profit.

At your jobbers or direct—

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.)

The Megantic Broom Mfg., Co., Ltd.

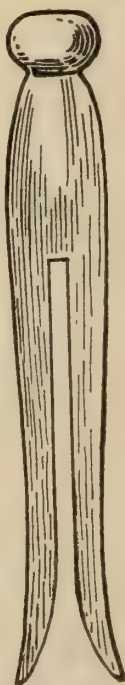
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.



Mince Meat (Tins)—1s. \$2.90; 2s. \$4.00; 5s. \$12.90.
Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s. \$1.75; 2s. \$2.55; 3s. \$3.85.
With Plain Sauce—Ind., \$1; 1s. \$1.65; 2s. \$2.40; 3s. \$3.40.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s. \$1.25; 1½s. \$1.90; 2s. \$2.30; 3s. \$3.85; 6s. \$12; 12s. \$20.
Plain Sauce, Pink Label—Ind., 85c; 1s. \$1.15; 1½s. \$1.65; 2s. \$1.95; 3s. (talls), \$2.95; 6s. \$10; 12s. \$18.
Chili Sauce (red and gold label)—Ind., 90c; 1s. \$1.25; 1½s. \$1.90; 2s. \$2.30.
Vegetarian Baked Beans and Tomato Sauce—2s. \$2.25.
Sliced Smoked Beef—½s. \$2.40; 1s. \$3.40; 4s. \$24.
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Beef—½s. 75c; ½s. \$1.40.
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Veal—½s. 75c; ½s. \$1.40.
Deville Meats (Assorted)—½s. 80c; ½s. \$1.45.

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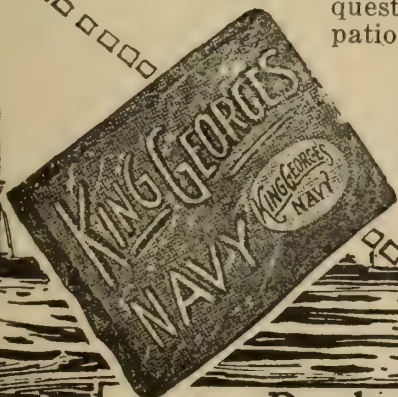


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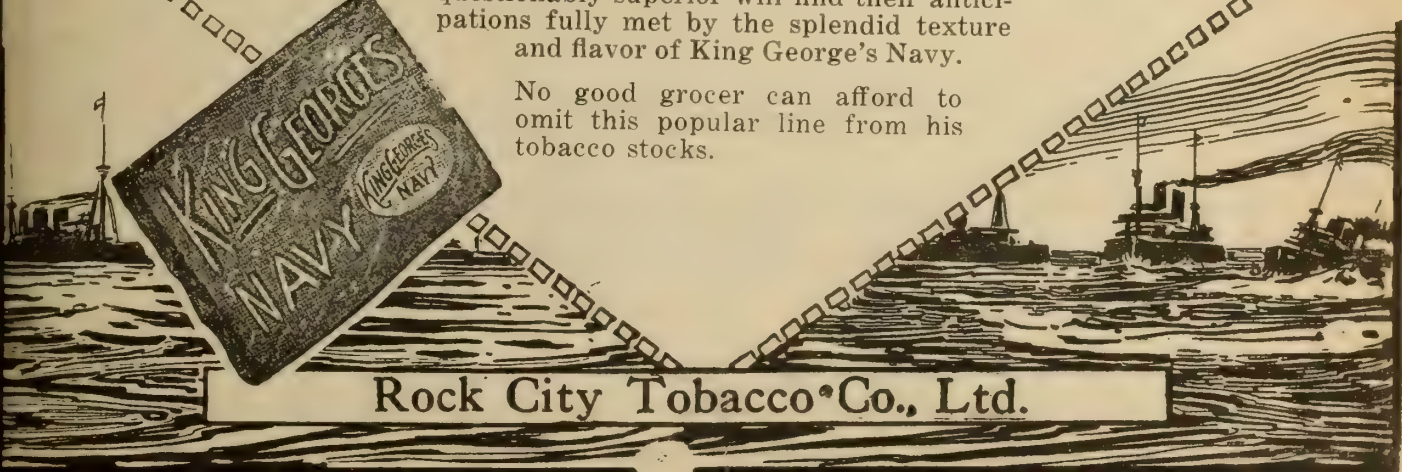
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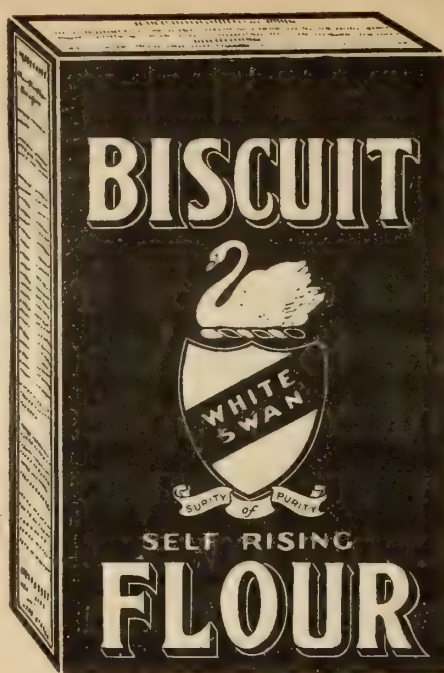
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Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
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Vanilla, 2 doz. 2 70
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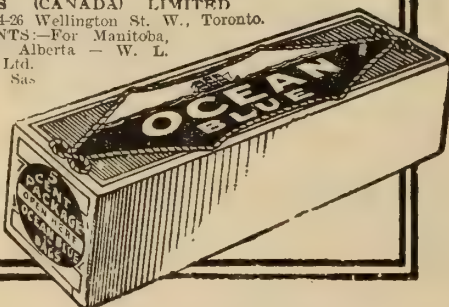
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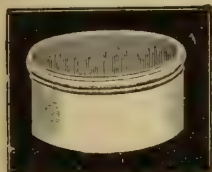
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SARNIA :: :: :: ONTARIO

WILL PROTECT SALMON

The United States Department has to-day made public the draft of a proposed treaty and regulations to govern the sockeye salmon fishing industry of the Fraser River system, which includes the waters of the Fraser River in Canada and the lower portion of the Gulf of Georgia and Juan de Fuca Strait in the State of Washington.

The proposed treaty and regulations have been submitted to their respective Governments by the Canadian-American Fisheries Conference Commission, which was appointed last year to consider the settlement of outstanding fishery questions between Canada and the United States. One of the subjects referred to the conference was the rehabilitation and protection of the sockeye salmon in the Fraser River system and the recommendations of the Commission are reported to have been unanimous.

The proposed treaty provides that an International Commission, consisting of four persons, two from each country, shall be appointed to conduct investigations into the life history of sockeye salmon, hatchery methods, spawning grounds and other related conditions, which Commission could also recommend, for the consideration of the two Governments, modifications in the regulations that experience may indicate as desirable; and that the treaty shall remain in force for fifteen years, and thereafter, until either Government wishes to discontinue it.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.

TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

GASOLINE LIGHTING SYSTEMS
FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
SIX TIMES THE LIGHT - ONE THIRD THE COST
MANUFACTURERS
R. M. MOORE & CO. LTD. VANCOUVER B.C.

Stores
Halls
Homes
Farms
& Every
Style of
Building

Ship us your

BUTTER, EGGS, POULTRY Etc.

We pay highest wholesale prices

KAVANAGH PROVISION CO.

Beury Street, Montreal

Phones :

Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks.

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED — SIX-FOOT OVAL FRONT SHOW case in good condition. Israel Brubacher, Elmira, Ont.

WANTED — GROCERY BUSINESS, ANNUAL turnover not less than \$25,000. Full particulars. Apply Box 508, Canadian Grocer, 143 University Ave., Toronto, Ont.

SUPPLIES, LIMITED, KENTVILLE, N.S., Manufacturers Agents. We have four live salesmen covering the Maritime Provinces, both the retail and wholesale trade. We are open for good lines on a commission basis.

WANTED—YOUNG MARRIED MAN, WITH good connection in the West. Would like to get in touch with some Eastern manufacturers with the idea of representing them in Manitoba and Saskatchewan. Thoroughly experienced in retail and wholesale groceries. Have no objection to working on a commission basis. Can furnish first-class credentials and proofs of ability. Only gilt-edged proposition considered. Apply to Box Number 602, Canadian Grocer, 143-153 University Avenue, Toronto, Ont.

FOR SALE

FOR SALE — GENERAL STORE IN SIMCOE County. Stock about \$6,000; close to railway station; nice village. Box 600, Canadian Grocer, 143 University Ave., Toronto, Ont.

**WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO**

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

PARIS AGENTS DESIRE TO ENTER INTO relationship with manufacturers of food products in order to place these products on sale in France. Send particulars of prices, and if possible, small samples to L. Saint-Aubin, 22, Rue de Dunkerque, Paris. Excellent references.

AGENT IN FRANCE IS OPEN TO TAKE exclusive agency for canned goods, milk, jam, salmon, from manufacturers only. Address: A. Lemasson, 14 Boulevard Beaumarchais, Paris.

EMPTY BAGS FOR SALE

EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SAY YOU SAW IT IN
CANADIAN GROCER

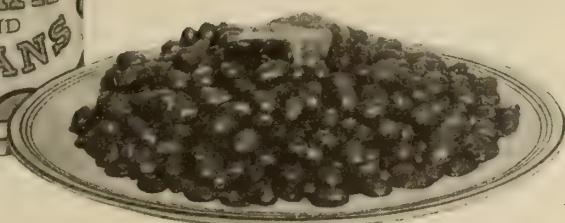
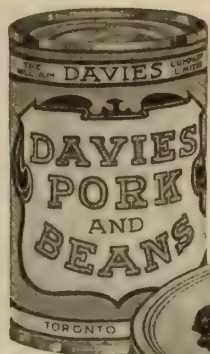
**ORDER HOT HOUSE
TOMATOES---
CUCUMBERS**

TO ARRIVE DAILY
BY FAST EXPRESS

The season is short, but a profitable one to retailer; write or wire for date of shipment naming your daily requirement.

B. C. FARMERS EXCHANGE
131 WATER ST. VANCOUVER

Bold Advertising is creating a demand



for this product
among your own
customers!

*NOW
is the time
to stock up.*

Striking advertisements for Davies Pork and Beans are now appearing in all the leading daily and weekly newspapers throughout Ontario and Quebec Provinces—advertisements appealing directly to the housewife and building up a consumer demand right in your own locality and among your own customers for—

Davies Pork and Beans

Here is an unusual opportunity for you to cash in on this advertising and handle a real live "seller."

We are offering Davies Pork and Beans at a price you can't afford to miss and one which will enable you to sell at a bargain price to your

customers and still realize a good profit for your store.

All choice, hand-picked white beans—whole, sound and perfect—put up in 11 oz., 16 oz. and 20 oz. tins (two dozen to the case), Plain or with Tomato Sauce.

This is a **quality** line!

Give your order to our Traveller--or Mail it direct to

THE **DAVIES** COMPANY
WILLIAM LIMITED

TORONTO

MONTREAL

HAMILTON

CANADIAN GROCER

TRADE MARK

Small's

The Maple Products
with
Ye Old Time Taste



Small's Limited
Montreal, Canada
ESTABLISHED 1825



Capacity 3 cars daily

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, APRIL 11, 1919

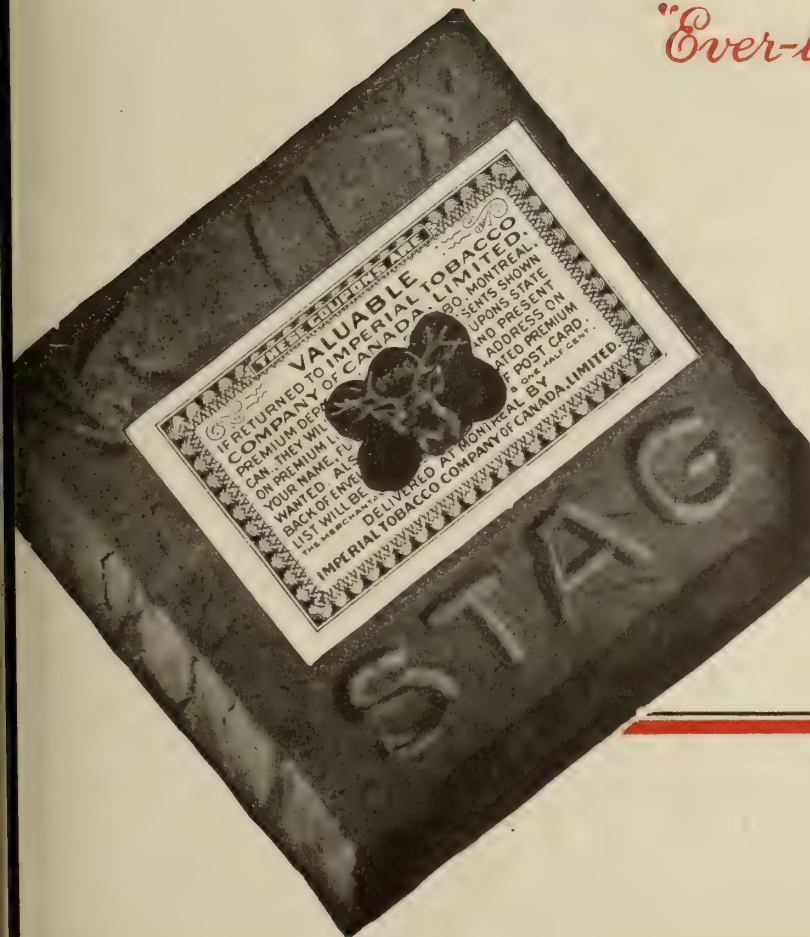
No. 15

It pays to handle a
popular brand such as

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"



It is making money
for others—
Why not for you?

Handled by all the
wholesale trade.



Cocoa Beans in Storage

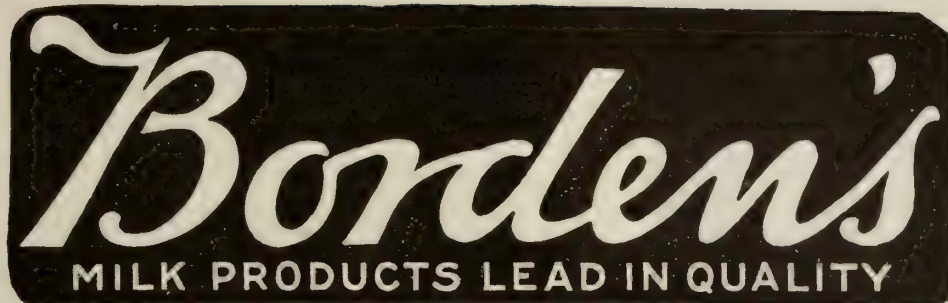
Cocoa Beans
in the Raw

Roasting Machines

COWAN'S COCOA

This illustration gives some idea of the immense quantity of beans it is necessary for The Cowan Company, Limited, to always carry in stock. The beans are roasted in the large revolving ovens, shown in lower picture, after which they are broken into Cocoa Nibs and then ground into Chocolate Liquor.

(MADE IN CANADA)



AND they lead in popularity also. For while there are many brands of Milk Products on the market the demand for the Borden lines continues to grow. Dealers will find Borden's easier to sell, because well advertised goods move briskly where less well-known lines become dust collectors. If your stocks need replenishing, ask your wholesaler.

Borden Milk Company

Limited

Montreal

Vancouver



Why You Should Sell This Line..

It is backed with the Bowes guarantee of quality.

The quality is always uniform.

It allows you a good margin of profit.

It is widely advertised to the cons

All these facts, combined, not only enable you to get behind the sale of Bowes' Peanut Butter with enthusiasm but they make sales easy for you; inspire the confidence of your customers in you and your lines of merchandise, and keep sales for Bowes' Peanut Butter continually coming your way.

Your jobber will be glad to supply you with this line.

Quality Stores Handle Quality Goods

THE prestige that lies behind **McCORMICK'S Quality** means thousands of dollars to the merchants of Canada. The consumer gauges the quality of the store by the variety of high-class, trade-marked goods it handles. The **McCORMICK** lines are advertised to the consumer as standard products. Therefore the progressive merchant who keeps in touch with the needs and tastes of his customers is never without

McCORMICK'S JERSEY CREAM SODAS

They are the highest quality biscuits. They have broken all records in Biscuit Popularity.



*Also makers of
Fancy Biscuits*

The McCormick Mfg. Company Limited, London, Can.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur
Canada Food Board Licenses, 11-003 14-166.

CLARK'S PORK AND BEANS

Need we remind you,
Mr. Grocer, that the
best advertising for both
manufacturer and mer-
chant is



Q U A L I T Y



Publicity without qual-
ity may catch the casual
customer but QUAL-
ITY plus methodical,
steady advertising is
what builds up perman-
ent and increasing busi-
ness.

Clark's Pork and Beans have always led the way in QUALITY
and their sale is always increasing.

W. Clark, Limited

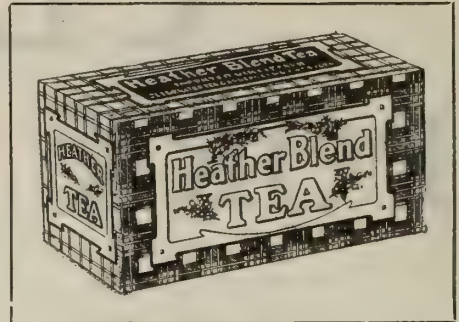
Clark's

MONTREAL

Canada Food Board License No. 14-216

This is the Tea
that we blend
and recommend

BLACKWOOD'S Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

BLACKWOODS LIMITED - Winnipeg, Canada



Wheat Kernels Again!

THE restrictions are off! Wheat Kernels are back on the market again—the same high-class breakfast food in a new attractive shelf package.

Wheat Kernels was a big favorite before the war and it's going to "come back" strong. Order a supply now and get it on your sales counter.

A profit of 25% for you.

White Swan Spices & Cereals, Ltd.
TORONTO

Every Week with the E. B. EDDY COMPANY OF HULL CANADA

Story for Week Dated April 11, 1919

Being No. 29 in the Series

Making Eddy Sulphite Pulp: Pure Acid and Spring Water.

VAPOR from the hot ovens described in last week's article enters the acid-making tower in the form of sulphur-dioxide gas. Entering the tall tower at its base, this gas rises through a great mass of limestone blocks, and meets amongst them a steady trickle of the purest water available anywhere in all Canada. This water is obtained right on the grounds of the E. B. Eddy Company's plant from a deep well which bores down 508 feet into the solid rock directly below the pump house which stands close by the acid-making tower.

Besides being of absolute purity, this Eddy Company Spring water possesses the advantage of having an absolutely even temperature all the year round, of 52 degrees Fahrenheit. In combination with the sulphur vapor, and the limestone, it trickles forth at the bottom of the tower as a solution of bisulphite of lime, and this is what produces the sulphite pulp from the fine wood chips in the great digesters when the steam is applied. Until required for this purpose the acid is stored in lead-lined tanks.

When they visit the E. B. Eddy plant, and discover there, as E. B. Eddy discovered, the abundance of the clean limestone required for this process, and the inexhaustible supply of pure spring water so perfect for its purpose, it seems as if some prophetic power had guided E. B. Eddy to this spot when he came to Canada to establish his vast industry. Certainly the developments of over half a century have justified his choice of a location. The lumber, the limestone, the pure water, and the water-power are being used to their full capacity in the many industrial activities of this great Canadian firm. Every day busy minds are at work perfecting the various processes so that E. B. Eddy products of all kinds known to the retail trade and the consumer, are absolutely the last word in value for their price and utility for their purposes.



THE illustration above shows an exhibit by the members of The E. B. Eddy Company Sulphite Department, forming part of the procession on Labor Day, 1915, at Hull. The snow-white, exquisitely pure sulphite pulp is seen in the float, and with it are shown rolls of E. B. Eddy Co. Famous Impervious Sheathing which is manufactured at the Sulphite Plant, and which is a beautifully clean, warm, and damp-proof lining for the walls of buildings. The white garments of the members of the Eddy Staff taking charge of this float are in keeping with the purity of their product. On the float in English and French are advertisements for Eddy's Impervious Sheathing, best for Houses, Churches, Silos, Barns, and Stables. Keeps out the Cold, and Keeps in the Heat. With all the other employees of the Eddy Plant the members of the Sulphite Department Staff are proud of the goods they manufacture.





THE
GOODNESS
GOES IN
---BEFORE---
THE LABEL
GOES ON



DOMINION BRAND

Vegetable Tomato Soup

This favorite of discriminating housewives—a line you can push with confidence—packed in our own, Canadian factories.

Spaghetti with Tomato Sauce

Recommend them strongly—once your customers are acquainted with this line a reminder is all that is necessary. Display it on your counter.

Pork and Beans

A staple article of diet—Sells to all classes, at all seasons—Rich, nutritious, delicious. No trouble to serve.

Tomato Soup

Its delicious flavor of ripe red tomatoes appeals to every taste. Be sure to carry a good stock of this popular line.

Ask Your Jobber or Write Direct

DOMINION CANNERS LIMITED
HAMILTON - CANADA

There is a suggestion of quality in the name

PURITY FLOUR

(Government Standard)

that appeals to a woman and makes it easy to sell her this well-known brand of flour.

And after she tries a sack, the superior quality of PURITY FLOUR will make a repeat sale easier than the first sale.

Grocers who buy one lot of PURITY FLOUR are also easily sold a second lot because they find it gives such satisfaction to their customers.

“More Bread and Better Bread, and Better Pastry”

Western Canada Flour Mills Co., Limited

Head Office : TORONTO, ONTARIO

Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

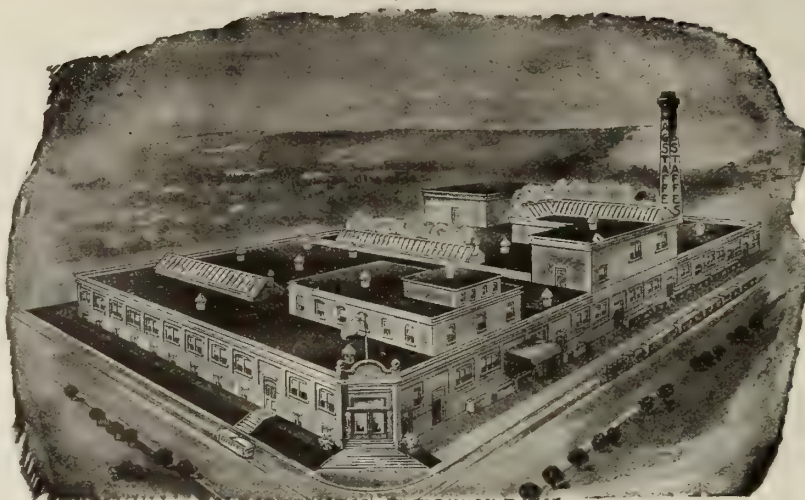
Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

A WARNING TO ALL MERCHANTS

MERCHANTS throughout Canada are warned that the genuine original

Kellogg's TOASTED **CORN FLAKES**

are only packed in the

Red, White and Green Package

This is the only product sold by us.

To protect yourselves and your customers you should refuse all substituted imitations. The "Just - as - Good" varieties are not Kellogg's Toasted Corn Flakes—because the latter are only made in Canada by

The Battle Creek Toasted Corn Flake Co., Limited

Head Office and Plant: LONDON, ONT.

WE have recently doubled
our factory capacity.
We can fill your order and
ship immediately any quan-
tity you require.



The Ideal Leading Line

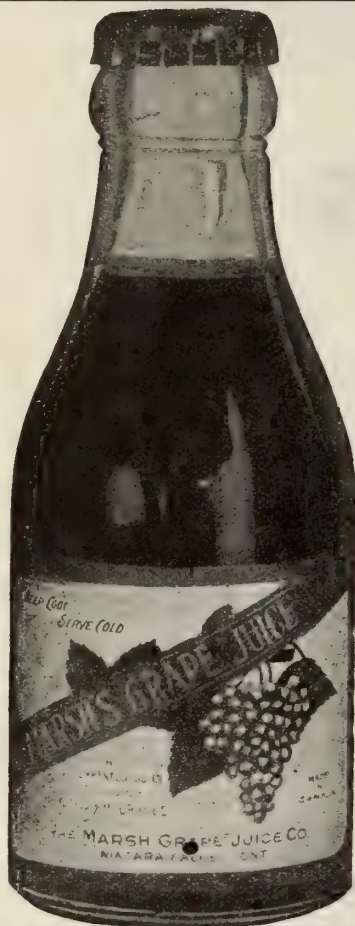
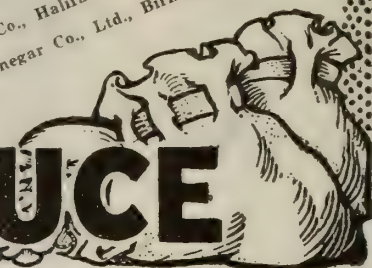
H.P. is selling freely by sheer merit and good advertising.

H.P. Sauce makes business — keeps business — increases business.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P.

SAUCE



A Choice Concord Grape Juice

Marsh's has won lasting popularity because it has the piquant deliciousness of the pure Concord Grape. Are you handling this seller?

The Marsh Grape Juice Company
NIAGARA FALLS - ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME
Limited, Montreal, Que.



Mackay's Pearl Barley Flour

Made - in - Canada. A "Barley Food" without a peer. A seller and a "repeater."

Just the thing for infants, invalids and old people. Gives a delightful flavor to soups and gravies.

IT'S THE REAL MACKAY

Dealers should keep MacKay's well displayed and so link up with our widespread consumer advertising.

Your wholesaler has it.

Recommended by Dr. McGill, Ottawa, Dominion Medical Analyst.

John Mackay Co., Limited
BOWMANVILLE, ONT.

Only Exclusive Pot and Pearl Barley Mill in Canada

"PRIDE OF CANADA" PURE MAPLE SYRUP AND SUGAR

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers, Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

The McLay Brokerage Co.

Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account
Winnipeg

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Truck facilities. The Western House for Service.

Williams Storage Co.

WINNIPEG

and

Winnipeg Warehousing Co.

This is the House of Service in the Western Field

Our organization and our staff of aggressive salesmen are the two links required to connect your product with the splendid markets of Western Canada.

Let us show you how.

We are agents for Christie's Biscuits and Robertson's Confectionery.

Scott-Bathgate Co., Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., E., Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta
Our staff calls on wholesale trade and does
detail work.

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

MacDONALD BROKERAGE CO.

ARE YOU SEEKING REPRESENTATION
IN ANY PART OF CANADA?

Through our complete organization we are
in a position to represent some good gro-
cery specialty lines. If interested, address
Box 494, Canadian Grocer.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers, from Port Arthur to the Rockies. We represent, among other lines, the products of:

JIREH FOOD CO., JAMES EPPS & CO., KERR BROS.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Cosignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

DO YOU NEED ANYTHING ?

If so, turn to page 64 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

We represent

W. C. Macdonald, Reg'd.

W. Clark, Limited.

Maple Tree Producers' Assn.

Lindners, Limited.

Aunt Jemima Mills Co.

Penick & Ford, Limited.

Marshall Milling Co.

Rosenberg Bros. & Co.

Pratt-Low Pres'g Co.

H. Bell-Irving Co., Ltd.

Hargreaves Canada, Ltd.,

etc., etc.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes

Another Agency Solicited

311 KING ST. E. - TORONTO

Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents

Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Confectionery
Specialties.

Foy Bldg., 32 Front Street
TORONTO - - ONTARIO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

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The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

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*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

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DIRECTIONS.
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in 4 oz.
GLASS JARS

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*Strictly Prime
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Ocean Caught

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*Rich in flavor and high
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Dainty
Hand
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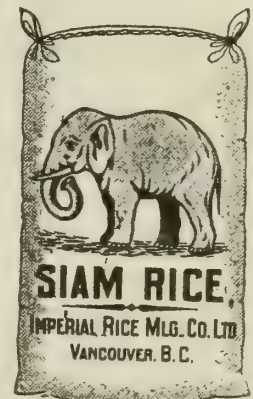
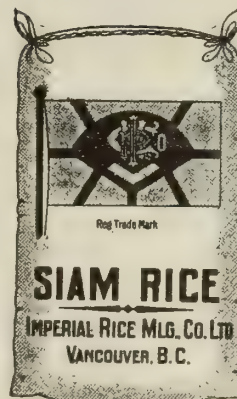
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¶ We can fill your orders on Short Notice.

¶ And the quality of our goods is everything you could wish for—sound, selected, sun-ripened fruits—the kind that will add to your reputation for quality merchandising.

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Screw Top

**Be Ready to Supply
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Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

PERFECT SEAL

The Names Are
Household Words
The Jars Household
Necessities

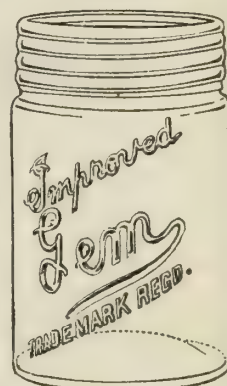
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Lightning Fastener

Secure Styles That
Reduce
Both Labour And
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GEM



Screw Top

KEEN'S OXFORD BLUE

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CANADIAN GROCER

Vol. XXXIII.

TORONTO, APRIL 11, 1919

No. 15

The Wholesale Grocer's Program

Points Raised by Western Wholesalers at Ottawa, Anent the Proposed Inland Trade Commission, Foretold the Program of the Dominion Association of Wholesalers, For Which Incorporation Has Recently Been Asked

THE Manitoba and Saskatchewan Wholesale Grocers' Association are taking the lead in the development and reconstruction problems as they affect the food handling trade of the Dominion.

Recently representatives of this association were in conference with the Department of Trade and Commerce at Ottawa, in an effort to formulate some plan for placing the food trade of Canada in a position to carry on business successfully and to obtain a proper share of the home and foreign trade.

While this is not definitely given as the policy of the proposed Wholesale Grocers' Association of Canada who are now seeking incorporation, it is understood that this policy follows very closely the plans formulated by the inaugurators of the scheme of a Dominion wide Association.

Inland Trade Commission

The big item of the program is of course the inauguration of an Inland Trade Commission. Such Commission would be naturally divided into many branches. The food branch would be governed by a permanent board, consisting first of a chairman and a permanent executive, elected by the Provincial Boards from the representatives of the following trades: 1, milk distributors; 2, bakers; 3, food manufacturers; 4, canners; 5, fruit growers; 6, produce men; 7, grain growers; 8, stock raisers; 9, trades and labor; 10, consumers; 11, millers; 12, packers; 13, wholesale grocers; 14, retail grocers; 15, wholesale fish merchants; 16, cold storage.

Commission Would Have Large Powers

Provincial Committees elected by themselves and representing each class of trade under regulation, will represent the executive body of the different provinces. The powers of the proposed Commission will be extensive, being a practical counterpart of those enjoyed by the Railway Commission Board. After the formation of this Commission, all matters affecting production, manufacture or distribution should be considered and passed by the Commission

before presentation to Parliament for action.

In this way it is hoped that injudicious and harmful legislation may be avoided and the interests of the food producing and distributing agencies protected, as it has not been possible to protect them in the past.

Regulate All Food Products Sold in Canada

The duties of the Commission will be the regulation and control of all food products grown, manufactured, prepared or offered for food in Canada. Where any complaints bearing on matters of food are heard they will be promptly investigated by this Commission in the same way that the Railway Commission considers matters that come under its jurisdiction. The Commission would have power also to take action without outside suggestion in matters where they believed the best industries of the food production and distribution trades were at stake.

Questions to be Decided by the Commission

In general the policy of such a Commission as it affected the food trade would take in the following important questions:

1. The standardization of quality and weights of canned goods, fish, fruits, vegetables, jams, cereals, flour, spices and all package goods.
2. The standardization of the pure food laws.
3. The question of establishing adequate help for infant industries, by the establishment of foreign markets, that would assure them of an opportunity of disposing of their goods at reasonable prices.
4. The advertising of home grown and home packed goods, both at home

and abroad, with the idea of developing old avenues of distribution, and of creating a new demand.

5. The development of methods of protection against inferior goods coming into the country, to be achieved in part by examination at port of entry.

This in brief is the proposed machinery and program of the Inland Trade Commission as it applies to the food trade. And the formation of such a Commission, it is understood, is the foremost item in the minds of those responsible for requesting the incorporation of the Wholesale Grocers as a Dominion wide body.

Proposed Wholesalers' Association

The appeal for incorporation is a long document that does not go into these details but deals generally with the aims of such a body, and the advantages that it is expected would result from such an association. The petition speaks of the promotion of the interests of the wholesale grocery trade, the improvement of transportation facilities, the encouragement of proper methods in the conduct of business, the promotion of harmonious and satisfactory relations among wholesalers, retail dealers and manufacturers, in order that food products may reach the consumers at the lowest possible prices and in the best possible condition, and to promote and assist in the adoption and enforcement of uniform commercial laws, and to maintain a high standing of business morals in the conduct thereof.

It is also stated that incorporation would place the wholesale grocers in a position to deal with the railways as one single body in connection with the freight in large volume sent to and from their warehouses.

The Association also asks power to arbitrate disputes or misunderstandings between members of the Association and others relating to commercial matters. It also asks power to conduct inquiries into matters affecting the manufacture, import, export and sale of anything which affects the grocery trade, and to take evidence on oath when deemed necessary.



Grocers Stock Few Brands of Flour

No Difficulty in Inducing the Customers to Take Any Good Brand

RECENTLY, in a discussion on merchandising, a woman who was present was asked this question: "When you go into a grocery store do you ask for flour by a special brand name?"

"Yes," came the prompt response, "I always ask for — flour, and I see that I get it."

"Then you have always have used this flour?"

"No, until about a year ago I used —," mentioning another name, "because it was the kind that was always used in my mother's house."

"What made you change, if you had been accustomed to the other brand of flour, practically all your life?"

"Well, I don't bake bread, and one day Mr. —, my grocer, told me that he had another flour that for general cooking purposes was a splendid one, and at a somewhat lower price. I tried a bag, and found it very satisfactory, and have been using it ever since."

This sale was made on the definite suggestion of the merchant. It was not an individual sale but one that in all probability represents the demands of that family for a generation.

Never a day passes that the good dealer does not offer some suggestion to the customer. Any single one of these suggestions may result in a similar changing of a customer's buying habits. Very often a grocer does this, not because of any prejudice against the quality of other goods, but because he only stocks one or two lines, and must build his business on these.

Reasons for a Change in Brand

As an instance, at the present time John Muir, Niagara Falls, Ont., handles two lines of flour. One of these has been given a great deal of general publicity. This brand he had handled only for about a year, formerly handling another well-known line generally. When asked regarding the change Mr. Muir stated that he had found this flour at one time dark in color, and his customers had complained. Just at that time the salesman of the other company came in and sold him a large consignment, and he discontinued the dark colored flour. Now for a matter of 15 years, Mr. Muir had been selling this particular brand of flour, and educating his customers to its use. It would seem that it would be a pretty difficult job to make such a change. Yet that is exactly what Mr. Muir did. He merely told customers that at the present time he thought that the brand he was at present carrying was the better, and gave them his reasons for this belief.

"I don't think that I lost a sale," said

Flour is a fairly costly commodity for the grocer to stock in quantity. The handling of one brand entails quite an outlay, the handling of many brands would make this a serious matter. For that reason the dealer in most instances stocks but one of the better known brands of flour. He points out that many customers ask for all these brands. Most retailers hold the opinion that there is little difference in the quality of any of the well-known brands so, for different reasons, they get behind one particular line. The dealers in majority of stores called on decide on the brand they shall carry, and this decision automatically makes the bulk of the customers of each users of that brand.

Mr. Muir, "because of this change. I am confident that in any change like this I can sell all my regular customers, whatever goods I feel confidence in, and I can sell 90 per cent. of my casual trade. There is always a small minority that cannot be convinced. For these few I would get the goods asked for from some other store."

"Are you going to continue this line of flour?" Mr. Muir was asked.

"No. The conditions that made — dark colored, in my opinion, are past, and it is now showing the same old quality and appearance and I am going to return to it. I have featured it for fifteen years, and there is no use in throwing away that advantage."

"Can you take your customers back to this line again?"

"Yes, I am confident that I can in every case."

Customers Take What Merchant Suggests

Mr. Russell, of the F. H. Taylor Store, Niagara Falls, states that they handled two brands that they have had put up for them under their own name. They sell to people who do not specify a definite quality or name, as they are able to sell this flour cheaper than some of the better known brands.

They handle, however, in addition a flour that has had considerable general publicity. Mr. Russell stated that wherever any one of these better known lines was asked for, or where people asked for a bread flour they gave them this brand. They had not found any difficulty in doing so, even when customers asked for another brand. They were readily able to convince them that there was little to choose between them for quality and that they were ready to guarantee that the line they handled would give equal satisfaction. "Practically never," stated Mr. Russell, "did they fail to make a sale on this basis."

Any One of Three or Four Brands Can Be Sold With Ease

O, Kreitner, Niagara Falls, handles one of the better known lines of flour and two lesser known lines. The latter are somewhat cheaper and sell more readily for that reason, to many customers. Also owing to the location of the mill from which they come it is easier to get supplies promptly. As a result he features these lines. Where the customer asks Mr. Kreitner's opinion as to which flour is best he unhesitatingly gives the name of the line first referred to. Whenever anyone asks for any other similar quality line, he suggests the line he carries, and states he has no difficulty in selling it.

Used to Handle Two Brands, Now Only One

Compaigne Bros., Niagara Falls, Ont., used to handle two of the better known brands of flour, as well as two grades of flour put up for themselves. For general purposes they would suggest their own flour, because it showed them a somewhat larger margin of profit, and also being an individual brand they believed it was a valuable advertising agency for the store. As has been stated they used to sell two of the better known grades of flour, but have discontinued one of these lines. This was not because they believed that the one they retained was in any single particular better than the other, but merely that they did not want to stock both.

They have found that the one good brand they carry meets all their needs. When another brand is asked for they merely tell them that they do not carry it, but that they carry what they consider an exact counterpart, made of Manitoba hard wheat flour, and that they will guarantee that it will give satisfaction. In no instance have they found a customer who insisted on her original request in the face of this suggestion.

Tying Up Capital to No Purpose

R. W. Hawthorne of the Bradley & Son Store, Niagara Falls, states that they would always recommend — flour, where a hard wheat flour was required. They handle another brand of flour, that they would recommend for certain purposes, but the bulk of their trade would be sold —. This is one of the well-known lines of flour, and it is the only one given general publicity that is stocked. They have chosen it because they believe it to be as good as the best, and they have stocked it only, because stocking various lines of similar quality goods, which a few customers might ask for by name, would be tying up too much capital to no real profit to the store.

"Where one of these other brands is

asked for," said Mr. Hawthorne, "we always sell —. We tell the customer who is accustomed to use another brand, that this line is good for all practical purposes, and that we will guarantee it to give the same satisfaction as the line asked for, and will readily take it back if this does not prove to be the case. Only very rarely indeed in cases like this have we failed to make a sale and never have we had a bag returned."

Has Chosen One Brand

Discussing the selling of flour by the retailer, J. Bambrick, an Ottawa, Ont., merchant, pointed out that he confines his sales to one brand. He gave a number of reasons for the selection of a certain brand of a given article. First of all, he basis his selection on quality. If an article had quality that was the most important point in connection with the stocking and selling of it in the retail store. The line of flour Mr. Bambrick pushes is one that has, in the past, been given a great deal of consumer publicity and hence is well known to his customers. He also likes the method of the firm for doing business and the appearance of the goods is in their favor.

Mr. Bambrick stated he occasionally had requests for other brands of flour but invariably, by pointing out what he knew about the line he carried, he had little or no difficulty in convincing customers of its quality and satisfaction giving points. He maintained that no retailer could stock every brand of every line of goods that was offered to him, that he must choose or select one and push the sale of that if he would make progress in selling flour.

In Pinard's store, a short distance from that of Mr. Bambrick, it was found that a number of brands were handled but a different one from that Mr. Bambrick was pushing, had the biggest sale. Mr. Pinard also believes that quality in an article was its most important feature, and that it is up to the retail dealer to satisfy the customer. For this reason he and his clerks usually gave the customer the brand of flour she asked for if they had it in stock.

Discussing the point as to whether it was good policy for a retailer to tell a travelling salesman with a new line that he must go back and get his house to create demand for it, Mr. Bambrick said he didn't think there were many retailers doing that now, at least not many of the aggressive kind. This he thought was a common expression among wholesalers but not among the better class retailers.

General Publicity Helpful

Mr. Boileau, of the Oxford Provision Co.'s store in Montreal, confines his efforts to the sale of one brand of flour. This was the same brand as that sold most extensively in the Pinard Store at Ottawa. Mr. Boileau's chief reason for getting behind this line was because the firm that made it have always used him right and co-operated with him. They helped him most when he was starting in business and now he is sticking by them. He maintained, too, that in his



An interior view of the John Muir store, Niagara Falls, Ont. Mr. Muir is one of the strongest advocates of the idea that the grocer can sell goods quite apart from any demand on the part of the customer.

opinion, this flour is of equal quality to any other on the market, and that he knows he can give his customers satisfaction by handing it out. Occasionally, he says, other brands are asked for but in very few cases does the customer insist when he explains what he knows about the line. This line has been extensively advertised to the general public, which he claims is another important reason why he gets behind it.

The above interviews with retailers

show that in most cases retailers get behind one or a limited number of brands of flour. They select the brand or brands for different reasons. In the case of flour, quality of the brand and general publicity are perhaps the most important points in choosing flour to be stocked. The interview again illustrates the importance of giving the retailer full information about all the prominent points connected with a line of foodstuffs.

Ontario R.M.A. Proposes Amendments

Ask Ontario Legislature to Change Several Existing Laws, to Make Them More Nearly Meet the Needs of the Moment

THE Ontario branch of the Retail Merchants Association is asking for a number of amendments to Ontario Statutes at the present session. Among the changes petitioned for is a change in the Hawkers' and Peddlers' and the Transient Traders' Acts. At the present time there is a vast amount of uncertainty about these acts. They are shrouded in obscurity, and as everyone knows, darkness and obscurity is the abode of those whose ways are evil, and it often happens that a party apprehended under the Hawkers' and Peddlers' Act, takes refuge under the Transient Traders' Act, and manages in many instances to evade the law altogether. The amendment asked for is aimed to clear up this obscurity, so that there may be no shadow of doubt as to the liability of the party accused.

Ask for Earlier Closing Privilege

An amendment will also be proposed to the Factories and Shop Act, to permit the introduction of by-laws for 6 o'clock closing. At the present time it is impossible to pass a by-law compelling closing before 7 o'clock. The amendment will also act for a lowering of the vote required to pass the by-law from 75 per cent. to 60 per cent. of the trade interested.

The Government will also be petitioned to amend the Ontario Temperance Act,

in the clause governing the registration of extract sales, so that prosecutions for failure to register these sales may not be made until the seller has been once warned for infringement of this clause, as it is felt that most of these infringements are entirely a matter of ignorance of the conditions of the act.

BROKERS' SECTION OF WINNIPEG BOARD OF TRADE

The grocery brokers' section of the wholesale trade bureau of the Winnipeg Board of Trade have organized with the following officers: Chairman, H. P. Pennock; vice-chairman, J. L. Bathgate; Executive Committee, Stuart Watson, J. F. Newman and S. M. Screaton.

Arrangements have been made to hold the meeting for this section on the second Wednesday of each month in future. Many problems have come up for consideration.

SUGAR VESSELS AT ST. JOHN., N.B.

In addition to the War Gazelle, which has discharged her cargo of 48,000 bags of raw sugar at the refinery wharf, St. John, N.B., several other sugar carriers are expected soon at this port. Additional accommodation is in such demand that the new shed at Reed's Point may be required by the vessels.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - - President
H. T. HUNTER - - - - - Vice-President
H. V. TYRRELL - - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

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UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 900, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 1147. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

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R. J. McFALL, the Cost of Living Commissioner, is reported to be on his way to Toronto to investigate the high cost of butter. Doubtless some interesting pamphlets will appear in due course, which will be as barren of results as were the perfervid utterances of Mr. McFall's predecessor.

WORTH GOING AFTER

NEVER in the history of this country are people reading the advertisements with such close attention and such keen interest as they are now. The great buying public is thoroughly alive to the fact that reading the advertisements of live wire merchants is one of the ways in which they can not only save money, but help fight the high cost of living. This is especially true of women and they have been doing more buying in the last five years, as a result of so many men being overseas, than the average individual might suspect. Women naturally love to "shop" and the stores that attract them are those whose advertising copy carries a real message. If the store backs up this message by having good goods and showing them attractively, sales can be greatly increased.

A WAITING GAME

CANADA is supposed to be engaged in a process of reconstruction, involving the change from war-time conditions to such peace-time conditions as will permit of activity and prosperity. There are indications, however, that many people are engaged in a waiting game, each waiting for others to make the move. There seems little disposition on the part of anyone to take the lead. Many business men are realizing that activity will not come until a very considerable readjustment in costs has been made. A new scale of values must be created, of

commodities of all sorts and of labor. It is not certain that this will occur eventually, but it seems very probable. Many believe that lasting prosperity cannot come except through such wholesale readjustment. If by any chance, or accident, activity is resumed without the proper scaling down of costs, or in other words, without considerable restoration in the purchasing power of the dollar, the activity, they say, will be mere activity and not prosperity.

ABOUT BUTTER PRICE

IN a recent editorial in the *Toronto Globe* entitled, "What About Butter?" there is the usual railing over facts but little understood, and the usual mangling of statistics to prove a special case for which this journal is becoming noted. In the course of the editorial appears the interesting sentence, "If the farmer were getting the benefit. . . consumers would have no grievance." That may be a palatable thought for the farming community. But why, in the name of all that is reasonable and right, a profiteering farmer should be any more one of God's creatures than a profiteering produce man, it is difficult to see.

Moreover, the farmer is profiting. The export demand for butter from the United States that is faced by a butter famine, is the reason for high prices here. Not all this butter is going from storage. The creameries, in which the farmer is directly interested and in whose profits he shares, are doing the major part of this export business.

From the time that the Government requisitioned the output of the creameries for a period of six weeks, we were foredoomed to pay high prices for butter, just as we are compelled to pay two prices for a poor grade salmon, because Canadian stocks were requisitioned for other purposes.

When there is only a certain amount of a product available and when there are many buyers, high prices must result. Why spend so much time worrying over butter, and pay no attention to identically the same conditions as they are presented in the housing problem of the cities?

SHORT-SIGHTED POLICY

IT would cost less to keep your store open only three days a week, but there is no question whatever that it would not pay so well.

A merchant who thinks only of "the cost" of advertising often persuades himself that by advertising only half as much as usual he is saving one-half of the expense of advertising.

The same logic would lead him to keep his store open but half the time—thus cutting running expenses in half and "saving" all of the money!

The plan of adequate advertising service (for your ads do render a most valuable service to your patrons) is as essential to store success as the plan of keeping the store open every shopping day!

Competing With Retailer in Government Time

Government Employees Are Transacting Private Business During Hours in Which They Are Employed By the Government

By E. M. Trowern, Secretary, Dominion Executive Council and Dominion Board, The Retail Merchants' Association of Canada, Ottawa.

DURING the latter part of January of this year a copy of the following circular letter was received by us through a member of the Civil Service Association:

Civil Service Association, Co-operative Committee:

Ottawa, January 16th, 1919.

If the members of the Civil Service Association in any department or branch are interested in co-operative buying, it is suggested that they communicate as soon as possible with the chairman of the Co-operative Committee, as this Committee is in a position to furnish valuable information and assistance to any group of civil servants desirous of purchasing foodstuffs at wholesale prices.

FRANK JAMMES, Post Office Dept., Chairman, Co-operative Committee

It will be noticed that the members of the Civil Service Association are requested through their Secretary, Frank Jammes, to communicate with him at the "Post Office Department," Ottawa, if they are interested in co-operative buying, and he further states that "this committee is in a position to furnish valuable information and assistance to any group of civil servants desirous of purchasing foodstuffs at wholesale prices."

It is quite evident that the office from which this business is transacted is the public post office.

Doing Business in Government Temple

In addition to the fact that they are using the Dominion Government property for private purposes and endeavoring to compete with private enterprises, we are also informed that members of this Committee visit the various departments during business hours and take orders from those who patronize this system, and they are, therefore, not only using the time of the Government themselves but they are also taking up the time of those whom they solicit. We are informed on good authority, that a short time ago two Government employees spent almost the whole afternoon selling fish to civil servants in their particular department. To give some idea of how much time must have been taken up if they visited all the other departments, which they must have done, we are informed that they sold ten tons of fish.

Why Pays the Selling Charge?

In order to secure individual orders it takes time to canvass for them. time to enter them up, correspondence in connection with placing them, telephone service, paper, ink, postage, wrapping paper, string, delivery and the necessary premises. The question is, how much of this service is paid for out of the public

treasury of the Dominion, or are these officials being paid either by commission or by salary out of these collective funds, or is the Government of Canada allowing these people to transact business on public premises and enter into competition with those who are paying municipal taxes, war profit taxes and income taxes, etc., and who carry stocks in convenient localities and who employ assistants and pay for the cost of delivery?

In our opinion, no argument can be used to justify this system. If the Dominion Government employees are not receiving sufficient salary to enable them to purchase their goods in a legitimate and honorable way, and thereby

carry out the true principles of real community co-operation, which principles are stripped of all false pretenses, they should say so, and there is no body of people in Canada whom they can rely upon for greater assistance in seeing that the civil servants, or any other class of working people, receive full value for the labor they give to the community than the members of the Retail Merchants' Association of Canada. We feel sure that when these facts become known to the members of the Government that they will take steps to see that this unfair system is stopped.

In our opinion the only way in which the trade and commerce of Canada can be placed upon a sound, financial basis, and in which everyone can find profitable employment, is for the various classes to confine themselves to their own occupations, receive a proper reward for their industry and avoid all specious and underhand methods such as are usually advocated by so-called "Co-operative Societies" to undermine the reputation and character of legitimate traders.

Is the Wholesaler Competing With the Retailer?

A Country Merchant Claims That the Competition is More Dangerous Than That of the Mail Order House, and Suggests a Method of Solving the Difficulty

THE important question of the wholesalers' right to encroach on the retailers' field has been raised by a correspondent in the accompanying letter. It is a matter of no small importance to the trade, and there are doubtless many merchants who would be glad to have the opportunity to discuss the point, and suggest a solution. This merchant has a definite suggestion, and asks if any other merchant can suggest anything better. CANADIAN GROCER would be glad to hear from other merchants on this point.

The letter in question reads as follows:
Editor CANADIAN GROCER,

I have just been reading the article in your issue of March 28th, "Banks would assist merchants to meet competition of mail order houses." This is a matter over which considerable discussion has been raised during the last few years, and I think something should be done to prevent such a large volume of business going to outside points, but from my experience as a retail merchant for the last ten years, the mail order houses are not the strongest competitors. I am troubled more with wholesalers and manufacturers selling direct to the consumers. During the summer months, some of the Toronto wholesale companies send their representatives around the Muskoka Lakes, and sell to all the hotels, boarding houses, and, in a good many cases, to private houses. I have run across a good many people during the summer months who inform me that

they are getting their goods wholesale.

Another instance of competition, in my case, even worse than the wholesale or the mail order house, is that of a local flour mill. This mill is situated about 20 miles from my place of business, and on the same line of railway. They sell to anyone at wholesale prices. In fact I have written them once or twice for prices, and in both cases have been quoted a little higher than had been charged to my customers. At the present time this mill is selling No. 1 Manitoba hard wheat flour at \$5.60; Manitoba flour G.S. costs me \$5.57 1-2 in car lots, so it is impossible to compete. The only thing I can do is to tell the people that the Western mills make better flour, and so it is worth more.

I have been thinking for some time of a way to overcome these troubles. I saw a letter in the GROCER a month or so ago, which suggested a solution, but the writer had not worked out the idea, so that it could not be put in practice. My idea is this: Have the Government place a tax of say 10 per cent. on all sales made by millers, manufacturers or wholesalers, other than those made to a retail dealer, or to a wholesaler, in the case of a miller or manufacturer. And the same tax on all mail order houses, where sales are made through catalogue or other advertising medium, to points outside the cities or towns in which they do business. Such firms to keep a record of all such sales, and to pay the tax, on total sales, every six months or year, as may be thought advisable; the amount

derived from this tax to be paid by the department collecting it, to the different municipalities from which money had originally been sent, less cost of operation, this money to be used by the municipalities for improving roads.

I think by adopting a method such as outlined above, every country merchant should be able to compete on the 10 per cent. basis, with wholesale or mail order

house. And in respect to goods that were sold by these places, the country merchant and also the community would benefit by having more money to spend on the roads.

I would like to hear what other merchants think of this plan, or if anyone could suggest anything better.

A COUNTRY MERCHANT.

Big Manitoba Convention Planned

A GENERAL meeting of the executive of the Retail Merchants' Association of Canada, Manitoba branch, was held in Brandon last week, at which it was decided to go ahead with the convention for this year, the officers deciding it would be advisable to hold the convention in Brandon. The dates set, and which, unless something unforeseen develops, will stand are Tuesday, Wednesday and Thursday, June 17, 18 and 19, for what will be the 5th annual convention.

The Brandon branch of the association is very keen on the convention, and along with the executive have enlisted the aid of Mr. McDermid, mayor of Brandon; Mr. Rankin, president of the Board of Trade; Mr. Hobson, president of the Kiwanis Club, and several other influential citizens. The work to be done in connection with the holding of the convention was outlined by J. H. Curle, Manitoba secretary.

The first annual convention was held in 1915 at Winnipeg, and succeeding conventions having been held at the same city, it was felt a change to Brandon could be made the centre for this year's activities to advantage.

A real live program is already under contemplation, the executive planning on bringing in two or three large retailers from the South who have made a big success of their own business to outline some of the methods they employed. H. E. Hart, Long Prairie, Minn., who carries on a general merchandising business, is one of those expected. Mr. Hart was one of the principal speakers at a Business Builders' conference held in Chicago in January, 1918, and his address was very favorably commented upon. Although in a town of only 1,500 people, Mr. Hart does a business which compares favorably, in fact exceeds, many city enterprises. Other speakers it is hoped to get are H. E. Clark, hardware merchant, Lakefield, Minn.; F. T. Mann, general store merchant, Devil's Lake, N.D., president of the North Dakota Retail Merchants' Association, and Alex. Carr, Jamestown, N.D.. Mr. Carr is a Chautauqua man, connected with the movement known as Community Development, and is rated as one of the best authorities on dealing with the mail order business.

In connection with the addresses to be given by these men it is proposed to have Manitoba merchants lead in a discussion of the various points brought



E. BOLTON
Proprietor of the E. Bolton Grocery, Brandon, Man., who has been elected president of the Brandon Retail Merchants' Association.

up with a view to getting greatest value for the local merchants.

In addition to these successful retail merchants, representatives of the manufacturers, wholesalers and commercial travellers are to be asked to cover their respective fields, while an open meeting, to which the farmers will be invited, is talked of.

A special effort to interest clerks is going to be made, an address on salesmanship with a discussion following, at which actual sales experiences will be given, is another phase of the program being worked out. The Brandon representatives are in favor of putting a little more life into the convention proceedings by introducing musical features.

It is expected the evening meetings will be of an open nature and present idea is to secure moving pictures of an instructive and interesting nature to lend further variation. Thursday night, a banquet to the guests by the City of Brandon seems to be the idea for the wind-up of the convention proceedings.

At the meeting held last week to discuss the condition, E. Bolton, retail grocer, was elected president of the Brandon branch of the association to replace J. M. Robinson, who had resigned. The Brandon officers of the association are:

Honorary president—R. J. Campbell (furniture).

President—E. Bolton (grocer).

1st vice-president—Alderman J. B.

Curran (hardware) with Brandon Hardware.

2nd vice-president—A. B. Knowlton (boots and shoes).

Treasurer—W. E. Crawford (jeweler).
Secretary—John Popkin (hardware) with Johnson Hardware Co.

RETAIL MERCHANTS PROPOSED TRIP TO COAST

Matter Broached at Meeting of Dominion Board at Ottawa Recently

It was originally intended to hold the fourteenth annual convention of the Dominion Board in the city of Vancouver, B.C. It was found that it was impossible to do so, and it had, therefore, to be held in the city of Ottawa.

At that meeting, which has just closed, is was the unanimous decision of every member present that we should hold a monster Retail Merchants' excursion, starting at the Atlantic coast and running straight through to the Pacific coast. Their idea is to charter a through train or trains, and stop at all the leading cities and towns between the East and West long enough to pay them a visit, and be driven around. In certain points meetings of the Retail Merchants could be held, and be addressed by the officers of the association.

When they arrive in British Columbia, the chief points would also be visited and meetings could be held there so as to help the executive to increase their membership.

It is the intention to arrange for sleeping and meal accommodation on the train, over the whole route, so that every excursionist would be made comfortable from the point from which he starts to the time of his return.

BILL FOR QUALITY GRADING OF CREAM INTRODUCED

Minister of Agriculture for Ontario Introduces Bill to Make Cream Grading Obligatory

Hon. George S. Henry, Minister of Agriculture, introduced a bill in the Legislature yesterday, to provide for the sale of cream on the basis of butter-fat content. Some months ago a deputation waited on the Minister and pointed out the difficulties under the existing system, and the measure brought down yesterday was the result. It provides that where cream is purchased for shipment or manufacture it shall be paid for according to the butter-fat contents, which must be tested under the rules passed by the Department of Agriculture. Power is taken under the bill to permit the department to make the necessary regulations.

The bill provides that samples of cream must be tested in an officially stamped bottle, which shall weigh nine or eighteen grams. The person making the test must keep the sample for two weeks at least to permit of another test being taken, in case the fairness of the test is questioned. For non-compliance with the act penalties are provided ranging from \$10 to \$50.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

Alfred Tessier, grocer and butcher, Montreal, has sold to Mr. Forgal.

J. B. Paradis & Fils, general merchants, Stanstead, have dissolved partnership.

Archie Bates, of the Poultry Department, Gunn, Langlois & Co., Ltd., Montreal, has left for Knowlton, Que.

Harper J. Gray, with Montet & Dupont, Langlois & Co., Ltd., Montreal, was in Toronto last week, visiting Gunns Limited.

For some time past, general business conditions as applying to Quebec City are reported very satisfactory. These conditions, it is hoped, will continue.

Mr. Dupont, with Montet & Dupont, wholesale packers, Lyons, France, was in Montreal early this week. Mr. Dupont was here on a buying trip for his firm, who are at 28 Rue Fenelon, Lyons.

W. H. Halford, managing director for Canada, Ont., of the Meiji Trading Co., Ltd., returned from the head office in New York, where he spent part of last week.

Quebec grocers are anticipating a good boat trade this year. With an early navigation probable, and with general activity on the St. Lawrence, a good season is anticipated.

G. Hartman, a former employee of the Oxford Provision Co., Montreal, arrived home on Thursday last from the front. Mr. Hartman was with the 9th Battalion Engineers, and has been away from Montreal since 1917. The staff of the Oxford Provision Co. were glad to welcome him back.

Although maple syrup prices are much higher than those obtaining a year ago, it is apparent that Quebec grocers can sell a large quantity if the same is available. One large grocer stated to CANADIAN GROCER last week prices were 40c to 60c per gallon above the opening prices of last year. Some have developed a big sale in the quart containers, the same shape and size as milk bottles.

William G. Scovil, formerly of Oak Hall, and Howard Ryan, of Studholm, have established a general business at Hampton, N.B., under the name of Scovil & Ryan. They have taken the premises formerly occupied by T. G. Barnes & Son. The new firm took over the stand on March 1st, and have since then been renovating and opening goods, and they will carry a stock of flour and feed, groceries, dry goods, boots and shoes, crockery, etc. They will act as agents for the Dominion Express Co.

The Paquet Company, Limited, has had a very unique and interesting display on the floor of their grocery department. This is in the nature of a guessing contest, a tree of roses being

placed in the centre of a small enclosure in which little pen a dozen rabbits are cheerfully running about. The contest, briefly, permits children to make a guess as to the number of roses on the tree. The four guessing nearest the correct number will receive a rabbit each, free, on Easter Monday.

Ontario

G. S. Madill, Toronto, has sold out.

Thos. Ashton, Toronto, has sold out.

Homer Hind, grocer, Waterloo, is dead.

Jas. McKerroll, grocer, Orillia, has sold out.

W. L. Hall, grocer, Toronto, has sold to J. H. Pearson.

Wm. Leith, grocer, Toronto, is discontinuing business.

Norman Walker, grocer and butcher, Toronto, has sold out.

Martha McMullen, grocer, London, has closed her business.

Mrs. J. Manor, grocer, Ottawa, has been succeeded by J. P. Kealey.

L. J. Lacey, grocer, flour and feed, Bracebridge, has sold out.

E. T. Merner, general merchant, Bayfield, has sold to M. C. Reid.

Henry Rose, general merchant, Copleston, has sold to Holmes & Cameron.

James Bradley, grocer, Ottawa, has been succeeded by Bradley & Moeser.

C. Goulet & Son, grocers, Ottawa, have been succeeded by V. Leclaire.

A. J. Lyddiatt, general merchant, Walton, Ont., has sold to Richard Pratt.

Rae W. Hawthorne has recently been appointed manager of the Bradley & Son Store, Niagara Falls.

J. L. Linders, of Linders Co., Ltd., Brampton, left recently for a tour of England, Scotland, France and Belgium.

H. P. Eckardt, of H. P. Eckardt & Co., wholesale grocers, Toronto, left last Saturday for Florida, to join his family, who have been spending some weeks there.

Forcing the rear door of one of the Loblaw Limited grocery stores, at 1221 West Bloor Street, Toronto, burglars recently entered the premises and got away with \$250 in cash. An examination showed that the cash register had been opened.

Homer A. Hind, who for the past year has conducted a grocery business at the corner of Union and May Streets, Waterloo, Ont., died recently after an operation. Mr. Hind was in his 35th year.

A. E. Ware, who has been with his father in the management of the Star Grocery, Huntsville, Ont., since it was established, now several years ago, has purchased the stock and good will of J. J. Bailey, and takes charge on April 1st. Mr. Bailey retires owing to continued ill-health.

Western

W. B. Cort, grocer, Dauphin, Man., is selling out.

The Abbey Trading Co., Abbey, Sask., have dissolved partnership.

B. Bruser, general merchant, Lanigan, Sask., has sold out.

Oscar Venaas has opened a general store at Hughenden, Alta.

Vosburg & Son, general merchants, Tate, Sask., have sold out.

P. Rolack, general merchant, Buckanan, Sask., has sold out.

John Reid, general merchant, Maymont, Sask., has sold out.

The Regina Co-operative Groceries, Birch Hills, Sask., have sold out.

W. Gilliland, general merchant, Car diff, Alta., has suffered loss by fire.

A. E. Parkes, general merchant, Bridgeford, Sask., has sold out.

E. G. Bushring, general merchant, Brock, has sold to Mr. Archibald.

A. Hornstein, general merchant, Hawarden, has been succeeded by F. Chenoweth.

W. H. Ratee, general merchant, Brownlee, Sask., has sold to Moore & McKinley.

J. P. Klein, and Fannie Mascovitch, general merchants, Truax, Sask., have been succeeded by the Truax Supply Co.

Harold Crone, of the McLean Grocery, Moose Jaw, is back at his post again after an attack of flu.

GOVERNMENT MUST HELP SAVE MILLING INDUSTRY

At Present Time U. S. Millers Have More Than Doubled Their Proportion of Export Shipments and are Gaining Control of European Markets

Ottawa, April 9.—A delegation from the Canadian Millers is meeting the Government to-day to urge serious position of milling industry at the present time, and to demand that something be done towards opening an export market. The millers claim that ninety per cent. of mills are idle, while the United States are getting command of European markets. In her normal export the United States compares with Canada as two barrels to one. At the present time the ratio is four to one. The Government will be asked to expedite shipping facilities and keep open markets.

BOOTH FISHERIES AGENTS

In the advertisement of Booth Fisheries of Canada Ltd., which appeared in our issue of March 28, the name of one of the agents of this company was inadvertently omitted. This is C. Morris & Co., Toronto. J. W. Gorham Co., who are their agents in Halifax, N.S., were incorrectly given as being their agents in Toronto.

GROCER CONVICTED FOR FAILURE TO KEEP BOOKS

Charged under section 417 of the Criminal Code with failure to keep books of account, Henry Goldberg was convicted before Judge Coatsworth, and fined the sum of \$50.00. Restitution was made to the assignee for the benefit of creditors to the extent of \$350.00.

Goldberg conducted a grocery store on Yonge Street, Toronto, for about 12 months, under the name of Gordon. In November, 1918, he made an assignment to A. S. Crighton, manager of the Canadian Credit Men's Association, Limited. The statement showed assets of \$1,469.83 and liabilities of \$3,046.83, leaving a deficit of \$1,577.00. There were no books of account or any records which would explain the transaction of the business. Upon examination, it was found to be quite impossible to obtain a satisfactory explanation from the debtor of the discrepancy, and it developed the creditors' accounts had invariably been paid promptly up to within three or four months of the failure. Prosecution was therefore instituted by the Prosecution Committee of the Canadian Credit Men's Association, Limited, with the above mentioned result.

REORGANIZE PERTH R. M. A.

At a gathering of retail merchants in the Council Chamber Thursday evening, the Perth Branch of the Retail Merchants' Association was re-organized. Henry Watters, president of the Eastern Ontario and Ottawa District Board, and J. C. Campbell, secretary of this section of the Association, were present, as was the district organizer, Charles Beal.

The following are the newly-elected officers:

President—J. T. Conway.
1st Vice-Pres.—H. M. Shaw.
2nd Vice-Pres.—N. B. Nicoll.
Secretary—T. C. Spence.
Treasurer—Jas. Meighen.

SUFFERS LOSS BY FIRE

The Imperial Extract Co., 24 Matilda St., Toronto, suffered loss to their storage building through fire early in the week. This storage warehouse was separate from the main factory, the damage being largely to the upper storey of the building and contents, which consisted very largely of packing cases, cardboard boxes, etc. The amount of the loss will run up pretty close to \$5,000.

The operations of the company will in no way be stopped on account of the fire, the manufacturing end being untouched, and business will proceed without any interruption.

TRAVELLERS WANT THANKSGIVING DAY IN NOVEMBER

A deputation representing the Commercial Travellers' Association of Canada went to Ottawa recently to urge the Government to make the second Monday in November Thanksgiving Day.

W. L. MACKENZIE CO. ENLARGES SALES STAFF

Winnipeg Firm Appoints D. D. Ferguson Sales Manager, and Adds a Number of Salesmen to Staff

A number of salesmen have recently been engaged by W. L. Mackenzie & Co., Ltd., Winnipeg, to call on the retail trade in the interests of William Clark, Ltd., Montreal, and W. C. McDonald, Regd., both of which firms are represented in the West by W. L. Mackenzie & Co., Ltd. While Mackenzies have done considerable retail work before, from now on they will pay more attention to this branch of the business, and for that purpose will employ a large staff of salesmen who will do nothing else but call on retail grocers and general stores.

To handle this end of the work, they have appointed D. D. Ferguson as sales manager, with headquarters at Winnipeg. Mr. Ferguson has been with W. L. Mackenzie & Co. for the last five years, first at Regina as manager, and later at Edmonton. He left Edmonton about eighteen months ago in order to undertake work at the head office. Prior to coming here with Mackenzies, he was at



D. D. FERGUSON
Recently appointed sales manager for the W. L. MacKenzie Co., Winnipeg.

the Moose Jaw branch of the Codville Co. Ltd., being with that firm six years. Prior to that he was for seven years with the Jobin Marcin Co. Ltd., with which company he acquired his first experience on the road.

The new retail salesmen are as follows: E. J. Smith, Calgary; David Reid, Edmonton; William Clough, Regina; W. Raphael, Saskatoon; and W. J. Bates, at Winnipeg. Mr. Reid is well known to the trade around Edmonton, having been connected with the Western Grocers Ltd., in that city as a salesman. He was for some time with Jobin Marrin Ltd. Mr. Smith comes from Detroit. Mr. Clough has travelled in Southern Saskatchewan for W. L. Mackenzie & Co. during the past year. Mr. Raphael is acquainted with the trade especially around Saskatoon, where he worked for

W. L. Mackenzie & Co., prior to going to the front. Mr. Bates has been a traveller in the West for some time. He was for a time with Macdonald-Crawford Ltd., North Battleford, as well as with P. Burns & Co., Calgary.

WHOLESALE GROCERY FIRM FOR PORT HOPE, ONT.

Mr. J. H. Stephens, after ten years in the grocery business, has decided to make a change, and in partnership with Howard Reeve is inaugurating a wholesale grocery business, under the name of Stephens & Reeve. For many years past Mr. Stephens has been engaged in the retail business in Port Hope, Ont., and the old stand will be retained and remodelled to meet the changed needs of the business. The firm will handle biscuits, ice cream cones, fountain syrups, fruits, creamery butter, margarine, paper bags and twine. The district served will be from Whitby to Belleville and north to Lindsay, and all shipments between Bowmanville and Brighton and north to Bancroft will be made by auto truck.

Mr. Stephens is well and favorably known in the trade, and has many friends who will wish him well. Mr. Reeve was at the front for three years and has been twice wounded. Mr. Stephens is a veteran of the South African war.

PHOTOGRAPH CONTEST

Smalls Limited, Montreal, are giving prizes for the best photographs of sugar camp scenes in the Eastern Townships, taken this year. The contest begins 1st of April and ends the 1st of May.

WINDSOR, ONT., WHOLESALE GROCERY GUTTED BY FIRE

Fire, believed to be due to spontaneous combustion, badly gutted the four-story brick building of J. F. Smyth & Co., wholesale grocers, at the corner of Church and Chatham Streets, Windsor, Ontario, on April 6, doing damage estimated at \$60,000 to the stock and \$10,000 to the building.

New Goods Department

NEW CADDY SIZES

W. C. Macdonald Reg'd, tobacco manufacturers, Montreal, have made an important change in the size of their caddies. They state that after present manufactured stocks have been exhausted all their brands except "Twist" will be put up in ten pound caddies. In the past they have been put up in caddies ranging from 19 pounds upwards. They believe the smaller caddies will be an advantage to retailers in handling and that it will not be necessary to carry such a large stock.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE Government has again come into the market for flour on the eve of a meeting between the millers and Cabinet ministers with reference to the milling situation. The orders to be placed, however, are comparatively small, and millers want something definite from the Government as to what they can expect in the way of future business.

To say the least, the present situation is decidedly unsatisfactory. There seems some hope of an improvement in the general outlook, as word comes through that the United States exportable surplus of wheat has narrowed to a very small compass. However, it would seem that Dominion Government officials have not been keen sellers of the Canadian product when the Canadian mills must sit back and wait until another country has absorbed all the business it can handle.

Mill feeds are very scarce, and mills are over-sold, the lack of business for flour limiting the operations of the millers, with a consequent effect on the feeds.

MONTREAL—Readjustments have been made in one quarter for corn flakes and shredded wheat, and the quotations made by a big jobber are higher in each case. Broken caustic has advanced in price, and a few readjustments of small nature are made in some lines of canned goods. For these there is a fair domestic demand and a good export sale if shipping can be secured. It is further stated that from 20,000 to 30,000 cases of canned tomatoes are about to be shipped from this city to Europe. Rice is steadily firm, and tapioca unchanged. Coffees are firm and some talk of another advance being put through almost immediately. Prunes and dried fruits are steadily firm. Corn syrup is firm, but the market has not changed, although corn prices steadily advance. It is stated that molasses is higher on new crop, importers asking the jobber around 2½c above present prices, it is understood. Cocoa prices are down 2c per lb. in bulk lots, while cocoa butter is up. Oats and barley are

up again, and some vegetables, such as onions and cabbage, are higher. Potatoes are expected to rule somewhat easier.

TORONTO—A better feeling is noticeable in respect to canned vegetables, after a period during which price cutting has been general. There are still some fairly low prices going in a few quarters, but the position of the market is much improved, due in a measure to the substantial export business which has been done and present indications that surplus stocks are becoming considerably reduced.

Opening prices have been named on asparagus tips, and these show an advance over those of last year, with reports stating that pack will be considerably smaller than output of 1918. Canned lobsters are scarce and high in price, and canned peaches are said to be hard to secure.

Cornmeal has moved up 50c this week, the continued strength of the grain markets influencing this move; other cereals are unchanged. Indications seem to point to higher prices on maple syrup this season. Macaroni, spaghetti and vermicelli are quoted at lower prices. Other lines show comparatively little change.

WINNIPEG—There has been a sharp advance in evaporated apples of recent date, the buying price now equalizing the former selling price. Prunes also are very firm. Jams are also holding very firm, with every probability that the new pack will sell at higher figures. Rice of good grade is becoming scarce, and there has been a higher tendency, though poorer grades are still selling at low figures. The consumption of beans is increasing, and there is an increasingly firm feeling developing in regard to them.

Currants, on the other hand, show an easier tendency, and the new crop offerings are expected to open at prices lower than last year. Brooms, too, are slightly lower, though this condition prevails more in the poorer than the better grades.

QUEBEC MARKETS

MONTREAL, April 9.—“There is a good, healthy and constant amount of business every day.” In these terms a large jobber expressed his view of market movement, and this is taken to indicate pretty well the situation here. Naturally the trade is buying what they can use inside a reasonably short period. Prices are firm on most lines; some commodities are becoming scarcer, and there are fewer changes of price than usual.

Corn Flakes and Wheat Go Higher

Montreal

PACKAGE GOODS.—Indications are that corn flakes and shredded wheat are on a firmer basis. One jobber has effected a change in the nature of an advance on his former prices. Krinkle corn flakes he has advanced from \$3.50 to \$3.75 per case, and shredded wheat \$3.50 to \$4 per case.

Broken Caustic Has Advanced

Montreal

CAUSTIC.—An advance has been made in the price of broken caustic. This, in drums, is now selling at \$7.75 per drum of 100 pounds, the former price being \$7.50.

Sugar Has a Firm and Steady Undertone

Montreal

SUGAR.—Consumption of sugar is fair, but refiners could readily take care of a much larger business. The trade is buying sparingly and only as required. At the same time there is every evidence that prices will be maintained, and little likelihood is expressed of any revision of price being effected here. Two of the big governing factors—fixed price for raws and high freight costs—combine, with high labor, to make a firm and steady undertone.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Small Space For Canned Goods Export

Montreal

CANNED GOODS.—Canned fruits, according to packers, are pretty well picked up in this market and many have been

shipped out. Canned vegetables are in fair demand here and from the country but there is also a continued enquiry from abroad. One of the important factors expressed this week to CANADIAN GROCER is that of the Government requirements for ocean space being very large. It is said that these demands call for 70 per cent. of the available shipping, leaving 30 per cent. of space for trade needs. Under this plan it is obvious that space can only be secured in a limited way.

It is now stated that orders are in for 20,000 to 30,000 cases of tomatoes, and these, it is understood, will be shipped within the next few weeks. With ocean rates advanced another 50c, an increase of 50 per cent. over the former price is registered.

A few readjustments of price have been made this week.

Canned Fish—		
Salmon—		
“Clover Leaf,” ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	2 30
Do., ½-lb. flats	2 30	4 80
1 lb. talls, cases 4 doz., per doz.	4 50	2 00
½ flats, cases 8 doz., per doz.	1 50	2 17½
Chums, 1-lb. talls	2 05	1 25
Do., ½s, flat	1 17½	2 25
Pinks, 1-lb. flat	2 60	2 75
Pinks, 1-lb. talls	2 60	1 37½
Pale, ½-lb., doz.	2 37½	1 62½
Pale, 1 lb., doz.	1 62½	3 75
Pinks, ½-lb., doz.	3 75	2 25
Cohoes, 1-lb. talls	2 25	1 75
Cohoes, ½ lbs., flat	1 75	2 25
Herrings, kippers, dz. (4 dz. case) ..	2 25	2 50
Herrings (tomato sauce), doz.	2 25	1 00
Haddies (lunch) (½-lb.)	4 00	4 60
Red Springs, ½-lb. talls	2 45	2 30
Red Springs, ½ lb.	2 30	
White Springs (1s)		
Salmon, Gaspe, Niobe Brand		
(case of 4 doz.), per doz.	2 25	3 60
Labrador salmon, 1-lb. flat	1 90	2 00
Pilchards, 1-lb. talls	1 90	1 90
Whale Steak, 1-lb. flat	6 75	7 00
Canadian sardines (case)		
Norwegian sardines, per case of		
100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.	3 60	3 75
Do., ½-lb. tins, doz.	6 90	7 00
Do., 1-lb. talls	6 00	7 00
Do., ¾-lb., doz.	7 00	14 50
Do., 1-lb. flats	22 00	
Sardines (Amer. Norweg'n style)		
Sardines (gen. Norwegian)	7 00	16 50
Sardines—Canadian brands (as		
to quality), case	32 00	3 25
Sardines, French	2 50	2 65
Scallops, 1-lb., doz.	2 85	4 50
Scotch Snack, No. 1, dz., Montreal ..	2 25	2 50
Do., Eastern trade	6 75	1 90
Do., Winnipeg and Western		
Scotch Snack, No. 2, doz.		
Shrimps, No. 1		
Crabs, No. 1 (cs 4 doz.)		
Clams (river) (1 lb.), doz.		

Canned Vegetables—

Asparagus (Amer.) mammoth		
green, doz.	1 95	1 97½
Beans, Golden Wax	1 40	1 42½
Refugee	2 05	2 35
Beets, new sliced, 2-lb.	1 45	1 75
Corn (2s)	2 45	3 00
Carrots (sliced), 2s	3 15	10 00
Corn (2½s)	0 95	1 00
Corn (on cob), gallons		
Soinach, 3s		
Spinach, California 2½s		
Do. (wine gals.)		
Tomatoes, 1s		

Tomatoes, 2s	1 35
Tomatoes, 2½s	1 75
Tomatoes, 3s	1 85
Tomatoes, gallons	6 00
Peas, standards	1 35
Peas, early June	1 57½
Peas, extra fine, 2s	2 30
Do., fancy, 20 oz.	1 57½
Potatoes, Can. sweet, 2½-lb. tins	2 75
Do., 2-lb. tins	1 35
Olives (in bls, 49 wine gals.), gal.	Per gal.
Specialties	7 50
Olive oil (pure), 1 gal. tins	8 00
Do., ¼ gal. tins	7 00
Do., 5 gal. tins	32 00
Tomato Paste, 100 tins (case)	33 00
Do., 200 tins (case)	39 00
Do., 12-10 lbs.	2 50
Salad oil (bbls. 50 gals.), gal.	1 45
Olives, Queen, gal.	
Canned Fruits, Heavy Syrup—	
Apples, 2½s, doz.	1 65
Do., 3s, doz.	1 75
Do., gallons, doz.	4 75
Blueberries, 2s	1 90
Currants, black, 2s, doz.	4 00
Do., gallons, doz.	13 00
Cherries, red, pitted, doz.	2 90
Gooseberries, 2s, doz.	3 00
Do., 2s (pails)	2 77½
Peaches, 20 oz., doz.	2 50
Do., No. 2	2 75
Do., 2½	3 25
Pears, 2s	2 50
Do., 2½s	3 25
Do., 2s (light syrup)	1 90
Pineapples (grated and sliced),	
2s	3 60
Do., 2½s	4 50
Plums—Lombard	2 00
Gages, Green, 2s	2 10
Do. (light syrup, 2s)	2 40
Raspberries, 2s	2 00
Do., 2½s	4 00
Strawberry, 2s	2 60
	3 92½

Beans and Peas Are Unchanged

Montreal

BEANS AND PEAS.—The market is without feature this week and no changes have been made in a quotable way. The movement is not heavy and of course the season when supplies are used in a big way in the camps, is fast coming to a close.

Beans—

Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	5 00
Yellow Eyes	6 50	6 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)	5 25	5 25
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.	4 00	4 00
Barley, pearl, per bag 98 lbs.	5 00	5 50

Rices Are Steady; Markets May Hold

Montreal

RICES, TAPIOCA.—It is stated that the amount of rice in producing centres of Japan is very small and quite inadequate for the needs of the population. India, it is said, is short, while Siam has some for export. In view of the fact that new crops will not be available before next December, some anticipate the market to rule very firmly. In fact others look for advances to come in time.

Nut Prices Held In Fair Demand

Montreal

NUTS.—While the movement is not

above normal there is always a fair sale for various grades and kinds, and the market is steadily firm on most lines. Peanuts are in active demand and there is an inclination to firmness for these.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 50	0 53
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 22	0 23
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	
Filberts, Barcelona	0 21	0 24
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Extra large	0 19	0 20
Large	0 16	0 17
Medium	0 12½	0 14
Shelled, No. 1 Spanish	0 15½	0 16
Salted Spanish, per lb.	0 21	0 22
Shelled, No. 1 Virginia	0 15	0 16½
Do., No. 2.	0 14	
Peanuts (salted)—		
Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 35	
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Prunes May Firm; No Declines Here

Montreal
DRIED FRUITS.—Indications point to high prices for prunes, at least the tendencies upon the part of the bigger brokerage concerns in the growing centres indicates that bookings will not be taken on a low price basis. It is still early to make forecasts, but in the matter of spot stocks of all kinds of dried fruits there is a fully maintained price basis.

Choice	0 24	0 25
Slabs	0 22	0 23
Fancy	0 30	
Apples (evaporated)	0 17	0 19
Peaches (fancy)	0 22	0 23
Faced	0 19	
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 22½	0 24
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 ls. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	

Raisins—		
Bulk, 25-lb. boxes, lb.	0 17½	
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
crown, \$7.50; 6 crown cluster, \$7.00—		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins	2 25	
Do., 5 cr.		
Muscatels, loose, 3-crown, lb.		
Do., 4 cr.		
Muscatels, loose, 2-crown		
Do., 6 cr.		
Choice seeded, 12 oz.	0 10½	
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. pkge.	0 11½	0 12
Do., 15 oz. pkge.	0 14	0 14½
Do., bleached, 15 oz. (choice)	0 15	
Do., (fancy)	0 15½	
\$5.50; 4-crown cluster, \$6.50-\$6.75: 5		
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. boxes	0 16½	0 20
Currents, old pack., 15 oz.	0 29	0 31
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	
Cartons	0 32	
15 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00

Muscatsels, 4-crown, lb.	0 13	
10 lb. Ainslie	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 16 oz. pkge.	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 00	
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	
Do., (28 8-oz. bxs)	3 50	
Do., (12 10-oz. bxs)	2 20	
Figs (cooking), 50-lb. boxes, lb.	0 16	
Prunes—		
California (25-lb. boxes)—		
30-40s	0 25	
40-50s	0 19	0 24
50-60s	0 22	
60-70s	0 20	
80-90s	0 16	
90-100s	0 14	
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon, 30-40s	0 23	
50-60s	0 22	
60-70s	0 18½	
70-80s	0 17½	

Spice Business Has Been Good

Montreal
SPICES.—Even though the markets are somewhat unsettled and prices inclined to be shaded here and there on some lines, there is a good volume of trade.

Allspice	0 20	0 22
Cassia (pure)	0 35	0 40
Cinnamon—		
Rolls	0 35	
Pure ground	0 35	0 40
Cloves	0 65	
Cream of tartar (French pure) ..	0 75	0 80
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 40	0 45
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamom seed, per lb., bulk	2 00	
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 36	
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded oocanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

With Corn Up 49c; Syrups Are Firm

Montreal
MOLASSES, SYRUPS.—With the price of corn 49c per bushel higher than it was two months ago, the position of corn syrups can be readily understood as decidedly firm. And as corn is soaring in price every day it is not likely that the products thereof will register declines. There have been no advances yet and this may be attributed, probably, to the fact that stocks of lower-priced corn have held out. The molasses market is on the quiet side and prices are unchanged. It is stated that some importers are asking 2½c more for new crop, and the tendencies are quite firm.

Corn Syrup—		
Barrels, about 700 lbs.	0 06½	
Half bbls.	0 07	
Kegs	0 07½	

2-lb. tins, 2 doz. in case, case... ..	4 55	
5-lb. tins, 1 doz. in case, case... ..	5 15	
10-lb. tins, ½ doz. in case, case... ..	5 85	
20-lb. tins, ¼ doz. in case, case... ..	5 80	
2-gal. 25-lb. pails, each	2 00	
3-gal. 38½-lb. pails, each	3 15	
5-gal. 65-lb. pails, each	5 25	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case... ..	5 05	
5-lb. tins, 1 doz. in case, case... ..	5 65	
10-lb. tins, ½ doz. in case, case... ..	6 35	
20-lb. tins, ¼ doz. in case, case... ..	5 30	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case... ..	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	

Barbadoes Molasses—	Prices for	
Punchons	Island of Montreal	
Barrels	1 03	
Half barrels	1 06	
	1 08	

Syrup Comes in But Not Freely

Montreal
HONEY, MAPLE PRODUCTS.—There is still a fair amount of business passing for honey, and the market is maintained. With regard to maple syrup it is not definitely known, as yet, what the yield has been. Much interest will centre upon the weather conditions in the immediate days ahead, and it is hoped that freezing nights and bright days will ensue. Prices are fairly high as yet, and grocers are now selling at prices somewhat higher than those obtaining at the opening of the 1918 season.

Maple Syrup—		
13½-lb. tins (each)	\$2 00	\$2 10
10-lb. cans, 6 in case, per case		15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal), small lots		0 25
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 50 lbs.	0 26	
30-lb pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey—Buckwheat, tins or bbls.	0 22	

Cocoa is Lower; Coffee Unchanged

Montreal
COCOA, COFFEE.—The market for cocoa is not so brisk and prices have been revised downward about 2c per pound. On the other hand cocoa butter is higher and is quoted at 47c per pound. This is due to an increased export demand. The coffee market is steady but unchanged, although one roaster states that it will advance in the immediate future.

Coffee, Roasted—		
Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37

Cocoa—		
Bulk cocoa, 200-lb. bbls. (lb.)... ..	0 22	
Do., 100-lb. bbls. (lb.)	0 23	
Do., 50-lb. cans (lb.)	0 24	

Tea is Selling; Prices Hold

Montreal
TEA.—While few are inclined to buy in speculative quantities, grocers and jobbers are purchasing what tea they require from week to week. Some activity has been noted in the New York market and in a general way the undertone is firm and strong on best grades.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52

Orange Pekoes.....	0 53	0 55
Japan Teas—		
Choice.....	0 65	0 70
Early Picking.....	0 53	0 58
Java—		
Pekoes.....	0 39	0 41
Orange Pekoes.....	0 44	0 47
Broken Orange Pekoes.....	0 41	0 43
Small lots.....		11 20
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Cereals Steady;

Quotations Held

Montreal.
CEREALS.—The market is not particularly brisk for rolled oats and cornmeal, but there is a routine business of fair proportions. Package goods are popular and without change. In view of the fact that good oats are scarce, the one factor keeping prices from advancing is a strong bidding for business and a dearth of large orders. The same might be said regarding cornmeal, although advances for both lines would be justified by the price of the raw material.

Self-raising Flour—

3-lb. pkgs., doz.....	2 85	
6-lb. pkgs., doz.....	5 60	
Cornmeal, Gold Dust.....	4 50	4 75
Barley, pearl.....	5 25	6 00
Barley, pot., 98 lbs.....		4 00
Barley (roasted).....		7 50
Buckwheat flour, 98 lbs.....	6 75	7 00
(As to grade)		
Cornflour, white.....	4 50	4 60
Rice flour.....	8 75	9 00
Hominy grits, 98 lbs.....	5 75	6 50
Hominy, pearl, 98 lbs.....	4 75	5 00
Graham flour.....	5 50	5 60
Oatmeal (standard-granulated and fine).....	4 75	4 90
Oatmeal (packages) fine cut.....		5 70
Peas, Canadian, boiling, bush.....	4 00	5 50
Split peas (per 98 lbs.).....	6 00	6 50
Rollod oats, 90-lb. bags.....	4 00	4 25
Rollod oats (family pack.), case.....		5 60
Rollod oats (small size), case.....		2 00
Rollod wheat (100-lb. bbls.).....	7 10	8 00
Porridge Wheat—		
Packages, 36 in case.....		6 00
Packages, 20 in case (family pack.).....		5 80
Rye flour (Can.), 98 lbs.....	5 75	6 05
Tapioca flour, lb.....	0 15	0 16

Feeds Are Firm;

Not Very Active

Montreal

FEEDS.—The demand for bran and shorts is maintained on a fair basis but there is not a great deal of large business. For, with the snow gone feeding is not required in the same way or to the same extent. Prices, at the same time, have been firmly maintained. In the matter of special feeds these are steadily firm under the influence of higher oat prices.

Shorts—

Mixed cars.....	44 25
Straight cars.....	46 50
Bran—	
Mixed cars.....	42 25
Straight cars.....	44 00
Crushed oats.....	54 00
Barley chop.....	50 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal.....	52 00
F.O.B. Fort William.....	48 00

Flour Markets in

Quiet Condition

Montreal

FLOUR.—No new feature has developed in this market and the mills are doing very little. Some excitement and interest was stimulated early in the week relative to the placing of large orders by the Wheat Export Company, but

these did not materialize. Local domestic demand is limited and mills are rather marking time.

Wheat Flours—

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.....	11 00
Per bl., in (2) cotton bags, 98 lbs.....	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.....	11 30

Hay is Steady;

Oats; Barley Up

Montreal

HAY AND GRAIN.—The delivery of hay from the farms is still interfered with by bad roads, and while there is not a great deal of demand the market is firm and prices are held on the advances of last week. Oats are up 1½ to 2 cents per bushel and barley has advanced from \$1.14 to \$1.21 per bushel. The undertone is strong.

Hay, Straw, Grain (wholesale prices in car lots)—

Good No. 1, per 2,000-lb. ton ..	\$27 50
Do., No. 2.....	26 50
Do., G. M.....	24 50
Do., No. 3.....	24 50
Straw.....	10 00

Oats—

No. 2 C.W. (34 lbs.).....	0 86½
No. 3 C.W.....	0 82½
Extra feed.....	0 82½
No. 1 feed.....	0 80
No. 2 feed.....	0 76½

Barley—

No. 3 Extra.....	1 21
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Note:—These prices are at elevator and bags and bagging are not included.

Oranges Active;

Prices Steady

Montreal

FRUITS.—Apples are so high in price that the demand for oranges has increased materially and the output is very large every week. Marmalade and blood oranges have been moving, and navel oranges are popular. Bananas are in active position, too. In a general way there are no price changes this week.

Apples—

		Per Barrel
Ben Davis.....		9 00
Baldwins.....		9 50
Baldwins, No. 1.....	9 00	10 00
Greenings.....	9 00	10 00
Spys.....	10 00	12 00
Russets.....	9 00	10 00
Kings, No. 1.....	9 00	10 00
Wagners.....	9 00	10 00
Apples (in boxes).....		5 00
Winesaps (box).....		5 00
Rome Beauty.....		5 75
Newton Pippins.....		4 75
Bananas (fancy large), bunch.....	5 50	6 00

Bananas, Florida.....		3 00
Cranberries, bbl.....	20 00	25 00
Do., gal.....	1 00	1 25
Grapefruit (fancy Porto Rico).....	4 50	4 25
Lemons (fancy new Malagas).....		6 00
Lemons (California).....		4 25
Pears, Cal., eating, small box.....		4 00
Pears, California (110 size).....		5 50
Oranges, Porto Rico.....	4 50	5 00
Oranges, Florida.....		5 00
Oranges, Cal. navel, 126.....		6 00
Do., 150.....		6 25
Do., 176.....		6 50
Do., 200-216.....		6 50
Tangerines, half boxes.....		1 75
Blood oranges.....		4 50

Onions Are Dear;

Potatoes Easy

Montreal

VEGETABLES.—The strongest vegetable in the list is that of onions. The better grades seem to be scarce and the demand has also been good, resulting in prices strengthening. Romanes, in crates, is in from Florida and sells at \$3 per crate. Chickory is quoted at \$3. Cabbage is firmer at \$3.50 per barrel. Potatoes, while not quotably lower, are somewhat easier in price and declines may come.

Beans, new string (American)

basket.....	9 00	10 00
Beets, bag.....		1 00
Brussels Sprouts (Amer.).....		0 40
Cucumbers, Boston (doz.).....		3 00
Chickory, doz.....		3 00
Cauliflower (imported), doz.....	3 50	3 75
Cabbage, bbl.....		3 50
Cabbage, new, crate.....	1 00	5 00
Carrots, bag.....		2 00
Celery (Wash.), doz.....		2 25
Celery, crates.....		8 00
Egg plant.....	3 00	4 00
Horseradish, lb.....		0 20
Lettuce (curly), box (3 doz.).....		3 25
Do., (4 doz.).....		1 25
Lettuce, Boston, box.....		4 25
Leeks.....		3 50
Mint.....		0 60
Mushrooms, lb.....		1 25
Basket, (about 3 lbs.).....		3 50
Onions, Can., bag, (75 lbs.).....		3 50
No. 1 Yellow (75 lbs.).....		3 50
No. 1 Red (75 lbs.), crate.....		3 50
Red, 100 lbs., bag.....		5 00
Onions, Spring (Imported), doz.....	0 40	0 50
Oyster Plant.....		1 00
Parsnips, bag.....		2 50
Parsley (Canadian).....		0 75
Parsley (American).....		2 00
Potatoes, Montreal (90-lb. bag).....		1 40
Potatoes (New Brunswick), bag.....	1 50	1 75
Potatoes (sweet), han, per.....		3 50
Romanes, doz.....		3 00
Spinach, box.....		2 00
Spinach, bbls.....		4 00
Turnips, per bag, Montreal.....		1 50
Turnips, Quebec.....		1 75
Tomatoes (hot-house), lb.....		0 40
Tomatoes, crates (fancy).....	6 50	7 00

ONTARIO MARKETS

Steady Demand

Noted in Sugar

Toronto.

SUGAR½ There is a reasonably steady demand for sugar and orders are being taken care of from ample stock. Prices are holding steady and arrivals of raws are considered quite satisfactory.

SUGAR

	Per 100 lbs.
Granulated—	
Best, in barrels.....	\$11 00
Best, in 100-lb. bags.....	10 95
Best, in 50-lb. bags.....	11 05
Best, in bales of 5x20-lb. bags.....	11 20
Best, in bales, 10x10-lb. bags.....	11 35
Best, 5-lb. packages, 20 in case.....	11 40
Best, 2-lb. packages, 50 in case.....	11 50
Light Yellow—	
In barrels.....	10 50
In 100-lb. bags.....	10 45
In 50-lb. bags.....	10 55

Lump Sugar—

Hard, 100-lb. cases.....	11 90
Hard, 25-lb. boxes.....	12 15
Tea Cubes, 25-lb. boxes.....	11 90
Tea Cubes, 100-lb. boxes.....	11 60

Government Standard Flour—

Cash carload price.....	\$10 40
To bakers and flour and feed dealers.....	10 40
To storekeepers paying cash or 30 days, ton lots.....	10 60
Do., less than ton lots.....	10 70

Credit Prices—

Manitoba points.....	10 50
Saskatchewan points.....	10 40

Cereals—

Rolled oats, 80s.....	3 50
Rolled oats, pkgs., family size.....	5 65
Cornmeal, 98's.....	4 85
Oatmeal, 98's.....	4 75

Feeds—

Bran, per ton.....	39 00
Shorts, per ton.....	43 00
Bran, B.C. and Vancouver Isd.....	45 00
Shorts, B.C. and Vancouver Isd.....	49 00

Barley—	
Pearl, Ontario, 98-lb. bags,	
per bag	6 30
Pot. 98-lb. bag, per bag	4 35

Macaroni Lower;

Many Lines Change

Toronto.

MACARONI, ETC.—A reduction in the prices of macaroni, spaghetti and vermicelli has been made in some quarters this week, the L'Etoile and Catelli brands in boxes containing 30, 16 oz. packages are quoted at \$3.60 per box. Lower prices have been named on Oxo Tubes; the 4s 10c size are being quoted at 95c per doz.; the 10's 25c size are being quoted at \$2.40; from April 1 to May 15 a special discount of 5 per cent. is allowed on all orders of \$5.00 and upwards.

Prices have been named on Real Cake Ice Cream Cones, packed 25 in a carton and four cartons to a case of \$7.00 per case, or \$1.75 per carton. This is about the same price as that prevailing last year. The discount on paper bags has been reduced to 25 per cent. in some quarters. Arrowroot in one pound tins has advanced to 38 cents per pound.

A reduction in the price of Lilac Rose Glycerine Soap has been made, prices, which are now being quoted being \$5.10 per box in less than 5 box lots, \$5.05 per box in five box lots, and \$5.00 per box in 10 box lots. Five box lots and upwards ex. factory, freight paid. Holbrook's Sauce is higher in some quarters, being quoted at \$2.40 per dozen.

Molasses More

Active; Syrups Firm

Toronto.

MOLASSES, SYRUPS—Dealers report that there is a fair demand for molasses and stocks are being moved quite steadily. An interesting of the present demand is that the large package seems to be in considerable favor. The situation in respect to corn syrup is without any quotable change as far as price is concerned, but the market is very strong. This a reflection of the situation in the grain market.

Corn Syrups—

Barrels, about 700 lbs., yellow,	
per lb.	\$0 06%
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over	
bbls.	
Cases, 2-lb. tins, white, 2 doz.	
in case	5 05
Cases, 5-lb. tins, white, 1 doz.	
in case	5 65
Cases, 10-lb. tins, white, 1/2 doz.	
in case	5 35
Cases, 2-lb. tins, yellow, 2 doz.	
in case	4 55
Cases, 5-lb. tins, yellow, 1 doz.	
in case	5 15
Cases, 10-lb. tins, yellow, 1/2 doz.	
in case	4 85

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over	
bbls.	

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.	0 44	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2		
doz., Barbadoes	4 90	
Tins, 3-lb. table grade, case 2		
doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Bar-		
badoes	5 30	
Tins, 10-lb., 1/2 doz. to case,		
Barbadoes	5 20	

Tins, No. 2, baking grade, case	
2 doz.	3 50
Tins, No. 3, baking grade, case	
of 2 doz.	4 70
Tins, No. 5, baking grade, case	
of 1 doz.	3 75
Tins, No. 10, baking grade, case	
of 1/2 doz.	3 60
West Indies, 1 1/2s, 48s	6 95
Atlantic, extra granulated	\$10 16
St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16
Differentials: Canada Sugar, Atlantic, St.	
Lawrence, Dominion: Granulated, advance over	
basis; 50-lb. sacks, 10c; barrels, 5c; gunnies,	
1/20s, 25c; gunnies 10/10s, 40c; cartons, 20/6s,	
45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis,	
bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c;	
barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gun-	
nies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons,	
20/5s, 60c; cartons, 50/2s, 70c. Yellows same as	
above.	

Better Feeling in

Canned Vegetables

Toronto.

CANNED GOODS—There seems to be a slightly better feeling in regard to canned vegetables and prices show a tendency to firm up slightly. Some lines however, are being shaded, Aylmer tomatoes being quoted at \$1.75 in some quarters. Canned peaches are said to be scarce and the same is true of lobster, prices on the latter line being very high. Opening prices have been received on asparagus tips and these show an advance over figures of last year. Information in regard to the pack which is now available indicates that this will be considerably smaller than the output one year ago.

Salmon—

Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—

Beets, 2s.	1 90	2 30
Tomatoes, 2s	1 75	1 92 1/2
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.		2 35
Pumpkins, 2 1/2s	0 90	1 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35

Preserved Fruits, Pint Sealers—

Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Scarcity Dried

Fruits; Firm Prices

Toronto.

DRIED FRUITS—All lines of dried fruits are rather scarce and prices are tending upward. Prunes are very high and raisins have also stiffened substantially. Thompson seedless raisins are being quoted at 16c in one pound packages.

Apples, evaporated, Ontario	0 16 1/2	0 17
Apricots, unpitted		0 16 1/4
Do., fancy, 25s		0 20
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange		0 45 1/2
Citron	0 47	

Currents—

Grecian, per lb.	0 26	0 28
Australians, re-cleaned, lb.		0 30
Cherries, 2s	2 75	2 90

Dates—

Excelsior, kgs., 3 doz. in case		7 00
Dromedary dates, 3 doz. in case		8 00

Figs—

Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25

Prunes—

30-40s, per lb.		0 18 1/2
40-50s, per lb.		0 19 1/2
50-60s, per lb.	0 16 1/2	0 18 1/2
60-70s, per lb.	0 16	0 17 1/2
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 11 1/2	0 12 1/2
100-120s, per lb.	0 09 1/2	0 10 1/2

Peaches—

Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22 1/2
Extra choice, 25-lb. box, peeled		0 26

Raisins—

California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s		0 17
Seedless, 15 oz. packets	0 14 1/2	0 14 1/2
Seeded, fancy, 1-lb. packets	0 15 1/2	0 16
Seeded, 15 oz. packets	0 13	0 15
Seedless, Thompson's, 25s	0 15	0 16
Seedless, 16-oz. packets		0 16
Do., Bakers, Thompsons	0 16	0 17 1/2
Do., Bakers, Thompsons, 50s	0 15	0 16
1 Crown Muscatels, 25s		0 13

Demand For Tea

Considered Good

Toronto

TEAS—The demand is very fair and the stocks are becoming rather small in first hands. Prices are firmly held and slightly higher levels, it seems, may be reached.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Activity in

Coffee Maintained

Toronto

COFFEE—Business continues quite brisk and prices are well maintained. Primary markets show continued strength and the outlook for business generally is considered quite satisfactory. The same is true of Cocoa, prices at primary point revealing considerable firmness.

Coffee—

Java, Private Estate	\$	50 48
Java, Old Government, lb.	0 45	0 48
Bogotas, lb.	0 42	0 45
Guatemala, lb.	0 42	0 44

Mexican	0 42	0 44
Maraibo, lb.	0 39	0 41
Jamaica, lb.	0 36	0 38
Blue Mountain Jamaica	0 42	0 42
Mocha, lb.	0 44	0 46
Mocha, Arabian, lb.	0 46	0 48
Rio, lb.	0 30	0 32
Santos, lb.	0 37	0 38
Santos, Bourbon, lb.	0 38	0 38
Ceylon, Plantation, lb.	0 44	0 45
Chicory, lb.	0 30	0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Spices Still

Marking Time

Toronto.

SPICES—The markets generally are just marking time. The demand locally is rather small, there being no disposition to buy except when absolutely necessary.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric	0 30	0 30
Cream of Tartar—		
French, pure	0 80	0 85
American high test		
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.	6 75	

Shelled Almonds

Moved Higher

Toronto.

NUTS—Higher prices are being asked in some quarters for shelled almonds which have advanced to 50c per pound in sack lots and 52c in smaller quantities. Walnuts are very firm and the high prices which are being asked have a tendency to curtail the amount of business being done.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 24	0 35
Filberts, lb.	0 18	0 20
Pecans, lb.	0 30	0 30
Cocanuts, Jamaica, sack	10 50	
Peanuts, Jumbo, roasted	0 18	0 20
Brazil nuts, lb.	0 30	0 32
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 85	0 85

Rice Markets

Hold Their Own

Toronto.

RICE—The market on rice is without any material change this week. Prices are holding steady and the demand is fair.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	
Do., Simiu	11 00	
Do., Mullin, No. 1	10 50	
Do., Pakling	10 00	

Tapioca, per lb.	0 11½	0 12
White Sago	0 11½	0 12

Consumption of

Beans Better

Toronto.

BEANS—The lower prices which have been named on beans recently have stimulated the local consumption with the result that there is a better feeling in this market. Prices show no change upwards, but the undertone to the market is much steadier than it has been for some time past.

Ontario, 1-lb. to 2-lb. pickers, bu. \$...	\$4 00	
Do., hand-picked	4 25	
Japanese Kotosashi, per bush.	4 50	
Rangoons, per bushel	3 00	
Limas, per lb.	0 11½	0 12

Package Goods

Hold Steadily

Toronto.

PACKAGE GOODS—A steady basis of quotations is being maintained with outlook considered quite satisfactory.

PACKAGE GOODS		
Rolled Oats, 20s round, case	\$5 60	
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	4 00	
Do., Do., 18s, case	2 00	
Corn Flakes, 36s, case	4 00	4 25
Shredded Wheat, 36s, regular, case	4 50	
Porridge wheat, 36s, regular, case	6 00	
Do., Do., 20s, family, case	5 80	
Cooker Package Peas, 36s, case	3 60	
Wheat Flakes, 24s	5 20	
Cornstarch, No. 1, lb., cartons	0 11	
Do., No. 2, lb. cartons	0 09½	
Laundry Starch, in 1-lb. cartons	0 11½	
Do., Do., in 6-lb. tin canisters	0 12¾	
Do., Do., in 6-lb. wood boxes	0 12¾	
Potato Flour, in 1-lb. pkgs.	0 20	

Honey Still Weak;

Maple Syrup Firm

Toronto.

HONEY, MAPLE SYRUP—Weakness is still manifest in the honey markets with little moving to the trade. A little more interest is being shown in maple syrup and new crop is expected in fair quantities shortly. Indications point to high prices, some quotations already in showing advances over opening figures last year.

Honey—		
Clover 5-lb. tins	0 27	
10-lb. tins	0 25	
60-lb. tins	0 24	
Buckwheat, 60-lb. tins, lb.	0 20	
Comb. No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.	3 00	
Maple Syrup		
8½-lb. tins, 10 to case, case	15 75	
Wine qt. tins, 24 to case, case	14 00	
Wine ½ gal. tins, 12 to case, case	14 00	
Wine 1 gal. tins, 6 to case, case	13 00	
Imperial 5 gal. cans, 1 to case	12 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 27	

Strawberries Reach

Market in Quantities

Toronto.

FRUIT—Strawberries in carload lots started to arrive about the middle of this week, and opening prices were from 22 to 23 cents per pint, 24 pints to the case. Other lines show comparatively little change and quotations which are being offered to the trade on the various lines are shown below.

Apples—		
Do., Winesaps, box	\$5 25	\$5 50
Do., Spys, box	4 00	
Do., in barrels.	No. 1	No. 2
Spys	12 00	11 00
Bananas, per lb.		0 07½
Grapefruit—		
Florida, 54s	5 75	
Do., 64s	6 25	

Do., 70s	6 50
Do., 80s, 96s	7 00
Cuban, 46s, 54s	4 75
Do., 64s	5 75
Do., 70s, 80s	6 00
Oranges—	
California navels, 100s	5 25
Do., 126s	5 75
Do., 150s	6 00
Do., 176s	7 00
Do., 200s, 216s, 250s	7 00
Do., 288s	7 00
Lemons, Cal., 300s, case	4 25
Strawberries, pint, 24 to case	0 22
Cocoanuts—	
Per sack, 100s	10 50

Arrivals Vegetables

Well Maintained

Toronto.

VEGETABLES—Arrivals of imported lines are considered very good and prices are generally held at firm levels. The range of quotations on the various lines is shown below.

Asparagus, Cal., jumbo bunches.	\$0 90	\$1 00
Beets, bag	1 15	
Cabbage, Can., bbl.	3 25	
Do., California	4 00	
Do., Florida, large crate	7 00	
Do., hampers, 24 heads	3 00	
Cauliflower, Cal., standard case	6 00	
Do., Do., pony crate	3 00	
Celery, Florida, 3s to 6s	8 00	
Do., Do., 8s	7 00	
Do., Cal., 6s	13 50	
Carrots, bag	1 00	
Cucumbers, 2 doz.	7 00	
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case	4 75	5 00
Do., Do., Florida, large hampers	7 00	
Do., leaf, doz.	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	2 90	3 00
Do., Do., 100-lb. bag	4 00	
Do., Red, 75-lb. bag	2 50	
Do., green Shallots, doz.	1 00	
Parsley, jumbo bunches, doz.	0 65	0 75
Parsnips, bag	1 00	
Peppers, green, doz.	1 00	1 25
Potatoes, sweet kiln dried, hamper	3 50	
Potatoes, Ontario, bag	1 50	
Do., N.B., Delawares, bag	1 75	
Tomatoes, Florida, Fancy, case	7 50	
Do., Do., choice, case	7 00	

Hold Out Hope

For Flour Orders

Toronto.

FLOUR—There seems to be some indication that the Government is in the market again for another small allotment of flour. The amount however, is small and at a meeting being held this week between the millers and the Government, some definite basis to work on that can be relied upon is looked for. Reports from the U.S. indicate that the exportable surplus of wheat there is being used up and this will be reflected in an improvement in the situation here it is thought.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25

Feeds Scarce;

Mills Oversold

Toronto.

MILL FEEDS—Mill feeds are very scarce and mills generally are greatly oversold. This is a result of the lack of flour business which would permit milling operations to be carried on and is causing considerable inconvenience, to say the least. In straight cars, prices are being asked as high as \$45.00 and \$47.00 for bran and shorts respectfully and were stocks available probably a much higher figure could be secured. In mixed cars, quotations generally pre-

vailing range around \$42.25 for bran and \$44.25 for shorts.

	In carlots, track	
Bran, per ton	\$42 25	\$45 00
Shorts, per ton	44 25	47 00

Corn Products Show Firm Tendency

Toronto.

CEREALS.—Corn products are higher as a reflection of conditions prevailing in the grain markets. Rolled oats show no change although the market, it is indicated, warrant higher prices. The demand is still within a very narrow compass. Quotations are being made at the following figures:

	Single Bag Lot	F.o.b. Toronto
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s	4 50	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 25	5 40
Do., fancy yellow, 98s	4 75	5 00
Corn flour, white, 98s	4 60	4 85
Do., Government standard, 98s	4 25	4 25
Hominy grits, 98s	4 85	4 85
Hominy, pearl, 98s	4 60	4 60
Oatmeal, 98s	4 55	4 55
Oat Flour	4 50	4 50
Rolled Oats, 90s	4 25	4 50
Rolled wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	8 00	8 00
Linseed Meal, 98s	6 75	6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	5 50	5 50
Blue peas, lb.	0 10	0 10

Above prices give range of quotations to the retail trade.

WINNIPEG MARKETS

Sugar Unchanged; Supplies Sufficient

Winnipeg.

SUGAR.—The situation on raws is unchanged. Canadian refiners are getting sufficient supplies to keep the trade supplied, while Cuba is being drawn upon by European markets. There is no present indication of any change in price.

Brooms Register Slight Reduction

Winnipeg.

BROOMS.—Manufacturers have reduced prices on brooms, though this reduction has been much greater on the cheaper grades than on the better class of brooms, owing to the scarcity of good broom corn. Present prices are expected to be maintained for some time.

A. M., 4-string, per doz.	\$11 30
No. 1, 4-string, per doz.	11 05
No. 2, 4-string, per doz.	9 80
No. 3, 4-string, per doz.	9 15
No. 4, 4-string, per doz.	8 75
Curling, extra long broom corn, per doz.	15 00
Warehouse, heavy, wire bound, per doz.	12 25

Jam Market Firm Rise Expected

Winnipeg.

JAM.—The market for pure jam is very firm, with the anticipation that the new crop will bring even higher prices owing to the fact that cost of labor is increasing and there is no reduction being made in cost of sugar, etc. Supplies of some varieties of jam are difficult to obtain, especially strawberry. Consumption is increasing and manufacturers have made heavy shipments recently to take care of same.

Prunes in Demand; Apples Advance

Winnipeg.

DRIED FRUITS.—All lines of dried fruits are very firm. The prune market is very strong and buyers feel that very high prices will prevail. There is a good demand for spot stocks of prunes at fall prices for domestic use. Evaporated apples have advanced recently and today the cost of this fruit to the jobber is about equal to the recent trade selling price. Pears are in good demand. Stocks of raisins now remaining in

packers hands are very light. As full deliveries were not made jobbers' stocks of raisins are also light. Available stocks will not be equal to the demand before the new goods are ready for shipment.

Prunes—	
40-50s, 25-lb. boxes, per lb.	0 21
50-60s, 25-lb. boxes, per lb.	0 18 3/4
60-70s, 25-lb. boxes, per lb.	0 17 1/4
70-80s, 10-lb. boxes, per lb.	0 17 1/4
80-90s, 25-lb. boxes, per lb.	0 15 1/4
70-80s, 25-lb. boxes, per lb.	0 16 1/2
Pears, choice, 10-lb. boxes, faced, lb.	0 20
Evaporated Apples, Ontario, 50s.	0 16 3/4
Peaches, choice, 25-lb. boxes	0 20 1/2
Apricots, choice, 25-lb. boxes	0 20 1/2
Do., standard, 25-lb. boxes	0 24
Raisins—	
Muscateles—	
1 Crown, 25-lb. boxes	0 12 3/4
Seeded—Bulk, 25-lb. boxes	0 12 3/4

Export Reduces Canned Goods Stocks

Winnipeg.

CANNED GOODS.—The market in canned goods is firm and no lower prices are looked for. Reports from the East indicate that an active export demand is being felt and that available stocks are being reduced. Reports still continue to circulate that canners are entirely cleaned out for export trade, yet some jobbers are unloading vegetables at a considerable loss, and notwithstanding the great shortage predicted by canners, no advance in prices seems to be anticipated.

Corn—	
2s	\$4 45
Peas—	
Standard, 24 x 2's	3 25
Tomatoes—	
2 1/2s, Can.	3 80
Peaches—	
Heavy Syrup, 24 x 2s	5 80
Pears—	
Light syrup, 24 x 2s	3 90
Plums—	
Lombard, light syrup, 24 x 2s	3 70
Lombard, heavy syrup, 24 x 2's	3 80
Strawberries—	
2s	8 15
Salmon—	
Chums, 48 x 1-lb. talls	8 40
Pinks, 48 x 1-lb. talls	9 75
Cohoos, 48 x 1-lb. talls	13 75
Sockeye, 48 x 1-lb. talls	16 25
Pinks, 48 x 1-lb.	9 85
Sardines—	
100 x 1 1/4s	7 05

Currants Show Easier Tendency

Winnipeg.

CURRENTS.—After reaching higher levels than other varieties of dried

fruits, currants are now easier in price. Present stocks are being offered at prices less than were ruling earlier in the season, and the opening price on new crop Australian currants is expected to be somewhat less than that of last year.

Bulk, wet cleaned, Australian, 50-lb. cases, per lb.	0 22
Do., less than case, per lb.	0 22 1/2
Wet cleaned, Australian, 64 and 8 oz. ctn., per ctn.	0 16 1/2

Coffee Strong; Some Advances

Winnipeg.

COFFEE.—The coffee market shows firmness all through. This situation is in marked contrast with the weak and unsettled market of recent weeks. Some advances from last quotations are shown in following prices now prevailing:

Green Coffee—	
Rio, No. 7	0 22 0 23
Santos, fine old crop	0 29 0 31
Bourbon	0 29
Mexican	0 34
Bogota A	0 34
Costa Rica	0 38

Tea Prices Firm; Advances Possible

Winnipeg.

TEA.—The tea market is firm and no lower prices are looked for. Indications are that if any change is made it will be upward, especially affecting the better grades. Following are present quotations:

Black, Bulk—	
Broken Pekoe, chests, lb.	0 43
Do., Orange Pekoe, chests, lb.	0 46
Less than chests, one cent per pound more.	
Choice broken Pekoe, black, 30 x 3-lb. wooden boxes, lb.	0 50

Beans Stronger; Demand Increasing

Winnipeg.

BEANS.—The bean market shows firmness, following the recent weakening in sympathy with a steady decline. Fancy white beans are now quoted at \$4.35 per bushel. Consumption of beans is now increasing and the present firmness should be maintained.

Good Grades of Rice Growing Scarce

RICE.—Rice is very firm with Siam rice advanced about 00 1/2c in price. Good grades of rice are becoming scarce, owing to light imports, and the result is that inferior grades of rice are being offered in large quantities at low prices.

Rice—	
Extra fancy, Japan, 100-lb. bags	0 13 1/2
Fancy Japan, 100-lb. bags	0 12 1/2
Siam, 100-lb. bags	0 08 1/2
Tapioa, lb.	0 12 1/4
Sago, lb., in sacks	0 10 1/4
Less quantities	0 10 3/4

No Change in Flour and Feed

Winnipeg.

FLOUR, FEEDS.—Local demand is light, and there is practically no export demand for flour. Mills are still closed pending further orders.

Continued on page 40

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 8.—Government standard flour is up 20 cents. Barley, pot and pearl, are half cent higher. California Limas are selling at 18c; local white, 7c. Japan number one rice, \$2.15; Siam, number one, \$1.90. Tapioca, 11c. Sago, 9½c. Peas are up. The market is practically bare of dried peaches and apricots. Dried apples are quoted at 21c. Prunes, sizes quoted, 16½c. Oranges average \$6.25. Breakfast bacon is selling at 49½c. Hams, medium, 40c. Pure lard, 33½c. Best New Zealand and best Canadian butter quoted to-day, 64c. Cheese is up half a cent. California strawberries are expected soon.

BRITISH COLUMBIA:

Sugar, granulated	110 05
Do., yellow	9 40
Do., icing	10 45
Rolled oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 40
49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 06
Do., pearl	0 06½
Beans, lima, Manchurian, 100s	0 18
Do., lima, California	0 14½
Do., white, 100s	0 07
Do., Kotenashi, 100s	0 08
Rice, Siam, No. 1, per ton	160 00
Do., Do., No. 2, per ton	160 00
Do., China, No. 1, per 40 mats	140 00
Do., Do., No. 2, per 40 mats	226 00
Do., California	0 11
Tapioca, 140s	0 09½
Sago, 140s	2 00
Canned tomatoes, 2½s, doz.	1 75
Do., peas, stand., 2s, doz.	1 90
Do., early June, 2s, doz.	2 35
Do., corn, 2s, doz.	2 25
Do., beans, green, doz.	2 25
Do., Do., yellow	4 10
Do., raspberries, 2s, doz.	4 25
Do., strawberries, 2s, doz.	3 75
Do., peaches, 2½s, doz.	2 10
Do., plums, 2s, doz.	3 25
Do., pineapple, 2s, doz.	1 40
Do., pumpkin, 2½s, doz.	17 50
Do., salmon, sockeye, 1s, tall, per case	14 00
Do., cohoes	9 50
Do., pinks	9 50
Do., chums	7 50
Do., pilchards	0 26

Dried Fruits

Choice peaches, 25s	0 22
Do., apricots	0 21
Do., apples	0 18½
Do., prunes, 70-80, 55s	6 25
Oranges, run, per case	4 00
Grapefruit, per case	3 75
California	0 09½
Bananas, lb.	4 25
Apples, Yellow Newtons, per box	4 50
Do., Winesaps, per box	4 50

PRODUCE

Dressed hogs	0 25	0 28½
Breakfast bacon, medium	5 00	0 49½
Lemons, per case	0 16	5 50
Hams, medium	0 33½	0 46
Pure lard, tierce basis	0 25	0 33½
Do., compound	0 64	0 25
Butter, New Zealand prints	0 64	0 64
Do., Alberta Cr., prints	0 64	0 64

Margarine, prints	0 34½
Eggs, fresh	0 32
Do., storage	0 32
Cheese, large	0 32
Do., twins	36 00
Potatoes, Lillooet, per ton	0 15
Fish—	0 17

Frozen Halibut, per lb.	0 15	0 17
Salmon, Qualla, per lb.	0 10	0 10
Salmon, Cohoe, per lb.	0 16	0 16

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 8.—The bean market is stiffening a little. Sago and tapioca are quoted 11c to 12½c. Lobster is higher, quarters are now selling \$2.30 and halves \$3.65. Canned apples are quoted \$2.75 to \$3.00. Package raisins show an increase of about one cent all round. Lard, threes are advanced to \$18.90. A shipment of dates arrived to-day: Excelsior, \$7.40; Dromedary, \$8.60. Some sizes of smoked hams are up two cents a pound; white cooked hams are up half cent. Number one creamery butter, 54 to 58c. Shelled Valencia almonds have advanced about two cents pound.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	10 50
Rolled oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	4 80	4 80
Do., No. 2	4 10	4 10
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	11 02
Cheese, No. 1, Ontario, large	0 31	0 32
Butter, creamery, lb.	0 54	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	18 90	18 90
Eggs, new-laid, local	15 00	15 00
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	6 40
Apples, evaporated, 50s, lb.	0 18	0 18½
25s, lb.	0 18	0 18½
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 20	0 22
Prunes, 90-100s	0 16½	0 16½
Do., 60-70s	0 21	0 21
Do., 40-50s	9 00	10 25
Salmon, pink, tall, case	16 50	16 75
Salmon, Sockeye, tall, case	18 00	18 50
Do., halves	20 00	32 00
Potatoes, per ton	6 00	7 75
Oranges, navels	6 00	6 50
Lemons, case	7 50	8 50
Grapefruit		

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 8.—A record price for creamery butter was paid in Regina to-day when a carload was sold to a Vancouver firm at 58 cents per

pound for the carload lot. The butter make, encouraged by high prices, is sixty per cent. greater than last year at this time. There was a surplus of eggs on the local market last week for first time this season, and two cars approximating 30,000 dozen were shipped to Montreal, bringing 36 cents to the producer. Beans are down to \$4.50. Pork and beans declined from 40 to 80 cents case. Rice is down about \$1.00 per hundred. Brooms also are lower. Prices on strawberry will not be higher than last year's figures at this time.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, boils	3 65
Rice, Siam, cwt.	7 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 58
Lard, pure, 3s, per case	19 35
Bacon, lb.	0 47
Eggs, new-laid	0 52
Eggs, storage	0 55
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	3 00
Apples, Washington, box	7 50
Grapefruit	6 50
California oranges	5 75
Pineapples	8 00
Lemons	

New Brunswick Markets

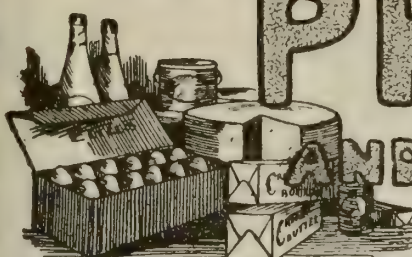
FROM ST. JOHN, BY WIRE.

St. John, N.B., April 8.—Butter reflects the general advance this week with sharp increases. Creamery is quoted 61c and dairy 52 to 60c; tub, 50 to 55c. Eggs are higher, fresh are quoted 45c; case, 40 to 42c. Ordinary cornmeal jumped 30 cents, now \$3.60 to \$3.65. Molasses continues downward, 88 to 90c. Evaporated apples, 19½ to 20c. Western apples, box, \$5.50 to \$6.00. Better transportation conditions brought oranges down to \$7.50.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 60
Rice, Siam, per 100	8 75
Molasses	0 88
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 45
Eggs, case	0 10
Breakfast bacon	0 30
Butter, creamery, per lb.	0 61
Butter, dairy, per lb.	0 52

Continued on page 40



PRODUCE AND PROVISIONS

Merchants Favor Retention of Margarine

A Vote of the Ontario Merchants Shows an Overwhelming Majority in Favor of the Continued Sale of Margarine—Of 4,600 Merchant Voting 4,562 Favored Sale of Margarine

IN an effort to get a full consensus of the opinion of the merchants of Ontario on the question of whether the sale of margarine has been of advantage to the country, and whether the merchants of the province are in favor of a continuance of the regulation that permits the sale of margarine in Canada, the Ontario branch of the Retail Merchants' Association has circularized all the trades who would be interested in this product, asking them to state whether or not they were in favor of its continued sale in Canada.

There were some 11,000 circulars sent out, and the replies are coming in by hundreds with every mail. At the time of going to press replies had been received from some 4,600 of these circulars. Of this number 4,562 merchants declared themselves emphatically in favor of the continuance of the sale of margarine. Only 47 merchants replying indicated any opposition to the product. The association is now sending out the following petition, to be displayed in all food shops, for the signature of the consumer.

"An organized effort is being made throughout Canada to have Parliament rescind Order-in-Council No. 3044, permitting the sale and manufacture of oleomargarine.

There can be no denying the fact that oleomargarine takes the place of butter in an innumerable number of places throughout the world; likewise the fact is undisputed that oleomargarine is equally as wholesome and healthful as butter, the difference in price between the two articles has, during the past year been from fifteen to twenty-five cents per pound in favor of oleomargarine.

The privilege of buying and using oleomargarine should not be denied to those who desire it, or who cannot afford to purchase butter. If this Order-in-Council is repealed it will not be possible for the consumer to purchase oleomargarine in Canada.

If you are desirous of having the sale of oleomargarine continued in Canada we would suggest that you sign your name and address to this petition.

The Petition

We, the undersigned citizens residing in the municipality of hereby petition your honorable bodies and respectfully request that no action be taken to repeal the Order-in-Council permitting the importation and sale of oleomargarine in Canada.

AND WHEREAS there has been a difference between the price of oleomargarine and butter of from fifteen to twenty-five cents per pound, in favor of oleomargarine.

AND WHEREAS the need for economy will be just as great during the reconstruction period as it was during the war.

AND WHEREAS the sale of oleomargarine in Canada does not or will not interfere with the sale of butter.

AND WHEREAS those unable to purchase butter have been able to buy as a substitute oleomargarine.

WE, your humble petitioners hereby request that no legislation be passed that would deny us the right of the use of oleomargarine, and your petitioners will ever pay."

Ottawa, April 8.—Prior to the Canada Food Board taking action and allowing the importation and manufacture of margarine, it was not sold in Canada, although Canadians were the only people not using it. Under the War Measures Act its use began here. As soon as peace is declared, which is likely to be very soon, the War Measures Act will no longer operate, and unless legislation is passed at this session dealing with the matter, margarine will be off the market. With the present world outlook for butter and the certainty of advancing prices some action must be taken to retain margarine.

Farmer Benefits in Better Price for Animal Fats

There are two plants in which it is made in Canada. These plants consumed last year nearly five million pounds of oleo oil and neutral lard in the manufacture of margarine. Pre-

vious to the manufacture of margarine in the United States, animal fats were very low in price there, since its manufacture there has been a greatly improved market open to the farmer and a better price for cattle and hogs.

The legislation in Canada has been designed as protection for the producers and makers of butter, but has had the effect of reducing the price of beef animals, as tallow has been a drug on the market in normal times. The greatest dairying countries in the world have encouraged its production, as well as the greatest consuming countries.

Dairy Situation Serious

Advices recently received by the Dairy Commissioner have shown that the international dairy situation is serious. The United Kingdom is and always has been the principal world's market for dairy produce. Before the war Denmark exported over 200,000,000 pounds of butter annually, nearly all to the United Kingdom. At present Denmark is not making more than enough for her own use because the making of margarine has ceased there, owing to lack of fats. The supply from Russia is cut off; so with Italy, Holland and Sweden. In all there were ten European exporting countries shipping 500 million pounds annually. They are now all off the exporting list. Switzerland is trying to secure butter from Canada, and does not expect to see the domestic supply fall below 80 cents a pound.

Under such a world condition, the manufacture of margarine must be allowed or fats will be off the menu of many in Canada who cannot keep pace with the price butter is almost certain to jump.

FOOD BOARD WITHDRAWS LOSS-OFF LEGISLATION

The Canada Food Board announces the revocation of orders Nos. 18 and 28 (fixing the price of Pacific cod and flat fish, because it was expedient to establish a market and to distribute this fish within the Dominion), and No. 24, relating to the handling of eggs and the payment by dealers for "loss off" for bad eggs limited to 1 per cent. of the total transaction. These orders had been in force for twelve months.

CORN REFINERY CO. MUST SELL PLANT

Dissolution of the Corn Products Refining Company, of New York, which is required to sell to competitors before 1921 all but three of its manufacturing plants, was ordered by Federal Judge Learned Hand to-day. The decree, following a dismissal by the Supreme Court a few hours earlier of the corporation's appeal from a previous judgment dissolving the concern, was the result of a compromise agreement between the defendant and the Government, which charged that the company was a monopoly.

ENLARGING PACKING PLANT

J. M. Schneider & Sons, Ltd., of Kitchener, Ont., are erecting new buildings for cold storage and workroom purposes. The expenditure will amount to about \$25,000 to \$30,000. This will about double the capacity of their plant.

HADDIE RUN BEGINS IN MAY

Geo. C. Austin, superintendent of the Thistle Canning Co.'s plant, New Edinburgh, N.S., was in Montreal last week on a visit to the company's representatives, A. P. Tippet & Co. Mr. Austin gave CANADIAN GROCER some interesting information about the haddie canning business in Nova Scotia. He points out that during the past winter there was scarcely any difficulty experienced on St. Mary's Bay in regard to ice. It usually happens that the bay is well frozen over during the winter months and that it is difficult to proceed with fishing operations, but the winter just gone by has been an exception. The big season for haddie canning is from May to July in the spring, and beginning with September in the fall, although catches are made during the other months. He also explained the method of baiting hooks and actually catching the elusive underwater dwellers, and how they were canned as soon as caught, ready for shipment.

Mr. Austin is a son of Capt. Robt. Austin, a veteran in the fish business at St. Mary's Bay.

CANDY COMPANY ADOPTS PROFIT SHARING

The management of the Metcalfe Candy Company, Ltd., Kitchener, Ont., announced to the employees at the annual banquet held recently, that it has been decided to adopt the profit-sharing policy, and at the end of the current year they will distribute among the employees 5 per cent. of the net profits of the company made during the year. It was also announced that a large addition to the present plant would be erected during the next few months.

WILLARD CHOCOLATE CO. WILL ENLARGE PLANT

The Willard Chocolate Company will in the near future commence additions to their plant on Wellington Street W., Toronto, to total a cost in the neighborhood of \$150,000.

OSHAWA GROCERS HAVE LOCAL ASSOCIATION

A number of the grocers in Oshawa, Ont., have formed a little association among themselves which they state has been of great advantage to them.

"We meet together regularly," said one retailer to CANADIAN GROCER recently, "and discuss such matters as credit accounts, deadbeats, pedlars, etc.

"For instance, if a new customer comes into a store and asks for credit we find out from the other merchants if she owes anything to them, how much and the reason, if possible, why she left her former dealer. This information is naturally of great benefit to us and saves us a good many dollars during the year.

"The meetings also tend to eliminate the little differences and jealousies between members of the trade in Oshawa. We meet each other regularly and exchange ideas."

This merchant told of another matter that the association has been taking up. It was learned that a number of farmers in the Oshawa district were buying produce out through the country and peddling it in Oshawa without paying a license. A producer may sell his produce direct to the consumer in any municipality, but if he purchases it from another he becomes a pedlar and must pay a license.

One thing, he emphasized, which was not discussed, was prices to the consumer. This idea of talking over common interests is recommended by the retailers of Oshawa to merchants in other centres, whether they are connected with the Retail Merchants' Association or not.

CEASE DELIVERY AT 6 P.M. SATURDAY

A petition has been circulated among the grocers of Kitchener, Ont., for the discontinuing of the delivery service after 6 o'clock on Saturday nights. It is understood all the dealers have signed and the order will likely go into effect next month.

SUGAR COMPANY ASKS QUARTER MILLION DAMAGE

As a result of the collision between the Aquitania and the Lord Dufferin in New York harbor, the Atlantic Sugar Refineries Company has instituted suit against the owners of the former steamer for \$250,000 for loss of sugar on the sunken steamer consigned to them, the claim including damages for loss of business and profits.

G. O. Sainsbury, traveling representative for the California Prune and Apricot Growers' Association, San Jose, California, was in Montreal this week calling on the wholesale jobbing trade.

MARKET REPORTS BY WIRE

Continued from page 38

Butter, tub	0 50	0 55
Margarine	0 33	0 35
Lard, pure, lb.	0 30	0 30 1/2
Lard, compound	0 27	0 27 1/2
American clear pork	56 00	65 00
Beef, corned, 1s	4 90	
Tomatoes, 3s, standard, case	4 00	
Raspberries, 2s, Ont., case	8 80	
Peaches, 2s, standard case	6 00	
Corn, 2s, standard case	4 30	
Peas, standard case	2 90	
Apples, gal., N.B., doz.	4 00	
Strawberries, 2s, Ont., case	8 20	
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoes	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 19 1/2	0 20
Peaches, per lb.		
Apricots, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 50	3 50
Lemons, Cal.	6 00	6 50
Oranges, Cal., case	6 00	7 50
Grapefruit, case	6 00	7 50
Bananas, per lb.	0 09	0 10
Apples, box	5 50	6 00

WEEKLY MARKET REPORTS

Continued from page 37

Bitters Cleaned Up; Strawberries Easier

Winnipeg.

FRUITS.—The last shipments of Indian River grapefruit have come on the market in the past week. These are the best quality fruit to be received from Florida. Prices are firm at \$8.00 per case. Marmalade oranges are practically cleaned up. Strawberries are more plentiful and are being offered at \$7.00 to \$8.00 per case. Manitoba hothouse rhubarb is selling at 18c. The Washington outdoor grown variety of rhubarb is expected on the market very shortly, and prices will likely be lower. All shipments of fruit are arriving in good condition:

Fruits—

Oranges	\$7 00	\$8 00
Lemons, Cal.	5 00	7 00
Bananas, lb.		0 09
Grapefruit, case	6 50	8 00
Strawberries, Florida, case	7 00	8 00
Japanese bitter oranges		5 50
Rhubarb (Man. hothouse)		0 18
Apples—		
No. 1, bbl.	9 00	11 00
No. 3, bbl.		7 50
Boxes	4 00	4 50

Tomatoes Plentiful; Celery Scarce

Winnipeg.

VEGETABLES.—Tomatoes are plentiful, though the quality of recent receipts is only fair. Celery is scarce and only a very limited supply will be available from now on. Cauliflower is advancing and is now being quoted at \$3.00 per doz. The first new cabbage from California has arrived on the market and is being quoted at 4 1/2c to 6c per lb. Supplies of vegetables from the South are reaching here in good quantity and in good condition.

Cucumbers, doz.	4 00	5 00
Cabbage, Cal., new	0 04 1/2	0 06
Cabbage, lb., local		0 03
Beets, with heads on, hampers.	4 00	
Carrots, with heads, hampers.	4 00	
Head Lettuce, Cal., case	6 00	
Turnips, cwt.	2 00	
Onions, silvers and yellows, lb.	0 04	0 05
Radishes, doz.	0 30	
Parsley, imported, doz.	0 90	
Celery, Cal., case	15 00	16 00
Cauliflower, doz.		3 00
Potatoes, 10-20 bush, lots, bush.		0 90
Tomatoes, Florida (graded) ..	10 00	14 00
Tomatoes, Florida (ungraded) ..	7 00	7 60

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 9.—Hog markets are very much firmer this week, prices for live hogs having reached \$21 per cwt. Beef is up about 1½¢ per pound. Hams and bacon are firm but without change. Cooked ham is higher at 53c per pound. Lard and shortening are firm, but without change. Creamery butter is up two cents to 63c per pound, and eggs are selling higher at 48c. Poultry is firm, and export continues, while fish prices are sagging and several declines have been registered during the week.

Hogs Reach \$21.00;

Beef is up 1½¢

Montreal

FRESH MEATS.—An advance of 1c per pound in the live hog market did not deter buyers from picking up supplies in this market, and offerings early in the week were very promptly absorbed. The same was true of cattle, supplies being very limited and buying active at higher prices. Fresh meats have been advanced 1½¢ per pound all around, and the market for beef and pork is steadily firm here. Calves and lambs are distinctly firm and all around there is a healthy, active demand.

Hogs, Dressed—		
Abattoir killed, small	\$28 50	\$29 00
Sows	27 50	28 00
Hogs (country dressed)	27 00	27 50
Hogs, live	20 50	21 00
Fresh Pork—		
Leg of pork	0 36	
Leg of pork (trimmed)	0 37	
Loins	0 38	0 40
Tenderloin, lb.	0 46	0 48½
Spare ribs	0 24	
Trimmed shoulders	0 27	0 28
Fresh Beef—		
(Steers and Heifers)	(Cows)	
\$0 29½ \$0 33 Hind quarters	\$0 25½ \$0 28½	
0 19½ 0 22 Front quarters	0 15½ 0 17½	
0 41½ 0 43½ Loins	0 33½ 0 36½	
0 31½ 0 33½ Ribs	0 28½ 0 29½	
0 16½ 0 18 Chucks	0 15½ 0 16½	
0 24½ 0 25½ Hips	0 23½ 0 24½	
Calves (as to grade)	0 17½ 0 25½	
Lambs—fresh killed	0 32 0 35	
Do., frozen	0 33	
Sheep	0 20 0 24	

Hams Firmly Held;

Might Go Up

Montreal

CURED MEATS.—Prices are firm, and the tendency on cured meats is of a decidedly firming nature. If pork holds its present high position there is a strong probability of increases going through. Demand is not over active, but for ham and bacon the sale is fair and the supplies available are fully equal to the needs of the trade.

Cured Meats—		
Hams—		
Medium, smoked, per lb.—		
(Weights) 8-12	\$0 37	
12-16	0 36	
16-20	0 35	
20-35	0 33	
Bacon—		
Plain	0 43	0 44
Boneless, per lb.	0 46	0 47
Dry Salt Meats—		
Long clear bacon, ton lots	0 25	0 26
Long clear bacon, small lots	0 26	0 27
Fat backs, lb.	0 30	

Barrel, Pork—	
Canadian short cut (bbl.)	55 00
Clear fat backs (bbl.) (40-50 pieces)	68 00
Do. (30-40 pieces)	59 50
Short cut clear pork (bbl.)	53 00
Heavy mess pork (bbl.)	43 00
Bean pork (bbl.)	43 00

Cooked Ham Goes

Higher; Now 53c

Montreal

COOKED MEATS.—There is a continued fair demand for cooked meats, and markets are steady, and, if anything, firmer than they have been. But one item in the list is changed, cooked hams selling at 53c, an advance of 2c over last week.

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 44
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 50
Hams, cooked	0 53
Shoulders, roast	0 44
Shoulders, boiled	0 44

Lard Very Firm;

Supply Lessened

Montreal

LARD.—While the undertone is steadily firm, no change has been made this week for lard. The demand has been heavy and constant so that stocks are small, and there seems little chance of any surplus accumulating at the present time. Another advance is not improbable.

Lard, pure—	
Tierces, 400 lbs., per lb.	0 30½
Tubs, 50 lbs., per lb.	0 30½
Pails, 20 lbs., per lb.	0 31
Bricks, 1 lb., per lb.	0 32 0 32½

Shortening Rests

But Sells Well

Montreal

SHORTENING.—The undertone continues to be quite firm, and the demand for shortening is fairly well maintained here. The high price of lard, margarine, and butter serve to help sales in some quarters of this cheaper product, and the output totals up reasonably well.

Tierces, 400 lbs., per lb.	0 26 0 26¼
Tubs, 50 lbs.	0 26¼ 0 26¾
Pails, 20 lbs., per lb.	0 26½ 0 27
Bricks, 1 lb., per lb.	0 27½ 0 28½

Margarine Active;

Prices Firm

Montreal

MARGARINE.—Better movement of

margarine is reported in this market, and this will improve still, it is expected, for, with butter higher than ever and with the tendencies higher still, a number are beginning to use margarine more extensively. Prices are held firmly but no changes have been made here.

Margarine—

Prints, according to quality, lb.	0 34	0 38
Tubs, according to quality, lb.	0 32	

Butter at 63c

Breaks Records

Montreal

BUTTER.—Another advance of 2c over the quotation of last week makes the price of creamery in prints, 63c per pound. This is a high-water mark, and the end is apparently not in sight. High prices are being paid in the country and it is said that several cargoes have been exported already to Europe of new made butter. There is a keen demand from all quarters and still higher prices may be reached before new make butter is available in large quantities.

Butter—

Creamery prints (storage)	0 63
Creamery solids (storage)	0 62
Dairy prints, choice	0 48
Dairy, in tubs, choice	0 47

Cheese Steady;

Selling Well

Montreal

CHEESE.—No change of any kind has been made in the price of cheese. The market is held with considerable strength of undertone for the higher price for butter will have a real effect on prices for various grades of cheese. Factories are expected to open soon and a better delivery result.

Cheese—		
Large, per lb.	\$0 28½	\$0 29
Twins, per lb.	0 30	
Triplets, per lb.	0 30	
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.	0 30	

Eggs Again Up;

Very Active

Montreal

EGGS.—Prices for new-laid are now ruling at 48c per dozen. Egg production though good, is not sufficient to pile up much of a surplus in view of the good demand. It does not seem now that prices are going to reach the lower levels that were looked for a few weeks ago.

Eggs—	
New-laid	\$0 48

Poultry is Held;

in Good Demand

Montreal

POULTRY.—Prices are fairly well maintained on poultry, but there is a little wider range of quotations and the export business has been an important factor in steadying the price basis. Supplies coming to hand are not heavy.

Chickens, roast (3-5 lbs.)	0 35	0 38
Chickens, roast (milk fed)	0 40	0 43
Broilers (3-4 lb. pr.)	0 40	0 45

DUCKS—

Brome Lake	0 46	0 47
Young Domestic	0 39	0 40

Turkeys (old toms), lb.	0 46
Turkeys (young)	0 46
Geese	0 28
Old fowls	0 30
Large	0 34
Small	0 30

Halibut Here 24c; Other Fish Down

Montreal

FISH.—Eastern halibut have arrived in this market and are selling at 24c to 25c per pound. Other lines are reduced in price, the varieties affected being haddock, flounders, lobsters, pickled herrings and oysters. Most demand now is for fresh fish, and with supplies available in large quantities the tendencies are lower on many lines. Frozen fish are not active. Two carloads of haddock and cod came in last week from Boston and this may be looked upon as an index of the freer supplies available.

FRESH FISH

Haddock	0 07½	0 08
Halibut, Eastern	0 24	0 25
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns	0 40	
Live lobsters	0 40	

FROZEN FISH

Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 15	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06½	0 07½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08

Steak Cod	0 08½	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 19	0 20
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.	6 00	
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel.	17 00	
Pollock, No. 1, 200 lb. barrel.	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons) ..	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx) ..	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box) ..	2 50	
Dried codfish (100-lb. bbl.)	20 00	

PICKLED FISH

Herrings (Scotch cured), barrel	12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.) ..	26 00
Salmon, B.C. (200 lbs.)	25 00
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	\$14 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	6 50
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	8 40

SUNDRIES

Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, April 9.—Higher hog prices are again shown this week, but buyers feel the limit has been reached and any other change must be downward. Fresh cuts of pork, provisions and lard have all reflected the advance in hogs, and shortening seems about due for higher prices. Butter has reached higher prices, and eggs are also on the upward move. Business as a whole is considered good.

Pork and Beef Higher; Active

Toronto.

FRESH MEATS.—Live hogs have climbed another notch from early figures of last week, but buyers seem to feel the limit has been reached and any further move must be downward. Fresh pork has reflected the condition in hogs with many advances. Fresh beef as related to short loins and ribs is in big demand and prices show an upward move this week. Calves are arriving in larger quantities with prices showing a widespread though easier tendency. Figures ruling early in the week were:

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 00	
Live, off cars, per cwt.	21 25	
Live, fed and watered, per cwt.	21 00	
Live, f.o.b., per cwt.	20 25	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 31	0 33
Loins of pork, lb.	0 38	0 40
Tenderloins, lb.	0 47	0 50
Spare ribs, lb.	0 18	0 20
Pienies, lb.	0 24	
New York shoulders, lb.	0 27	
Montreal shoulders, lb.	0 28	
Boston butts, lb.	0 32	
Fresh Beef—From Steers and Heifers—		

Hind quarters, lb.	0 26	0 32
Front quarters, lb.	0 17	0 20
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 32	0 36
Do., short, lb.	0 35	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 28	0 32
Sheep, whole, lb.	0 20	0 22
Above prices subject to daily fluctuations of the market.		

Easter Demand Good; Prices Firm

Toronto.

PROVISIONS.—Higher prices are shown in some quarters this week on practically the entire list, this being directly traceable to higher priced hogs. There does not seem to be any surplus stocks available and an excellent Easter demand is said to be manifesting itself.

Hams—		
Medium	0 38	0 39
Large, per lb.	0 30	0 35
Backs—		
Skinned, rib in	0 46	0 48½
Boneless, per lb.	0 49	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 39	0 44
Breakfast, fancy, per lb.	0 44	0 47
Roll, per lb.	0 31	0 34

Wiltshire (smoked sides), lb.	0 36	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 28	0 30
Do., aver. 70-100 lbs.	0 27	
Fat backs, 16-20, lb.	0 30	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	44 00	47 00
Short cut backs, bbl., 100 lbs.	53 00	56 00
Pickled rolls, bbl., 200 lbs., heavy	50 00	57 00
Do., Do., Do., lightweight.	52 00	57 00
Above prices subject to daily fluctuations of the market.		

Hams Reach Higher Figures

Toronto.

COOKED MEATS.—Prices on cooked hams show revision upward this week, the advance amounting to about 2c per pound. A very fair movement to the trade is reported on all lines.

COOKED MEATS

Boiled hams, lb.	\$0 50	\$0 51
Hams, roast, without dressing, lb.	0 50	
Shoulders, roast, without dressing, per lb.	0 49	
Head Cheese, 6s, lb.	0 14	
Meat Loaf with Macaroni and Cheese, lb.	0 24	
Choice Jellied Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.	0 32	
Veal and Tongue, lb.	0 25	
Above prices subject to daily fluctuations of the market.		

Lard Moves Up Another 1c

Toronto.

LARD.—About the lowest price going on lard is 31c per pound, and there does not seem to be any indication that the peak has been reached as yet. There is a good export movement and the market in New York offers splendid opportunities for sellers here to move their stocks and there is no accumulation of supplies developing.

Lard, tierces, 400 lbs., lb.	\$0 31	\$0 31½
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Higher Prices For Shortening Possible

Toronto.

SHORTENING.—The higher cost of manufacturing along with strength apparent in all oils used in its manufacture is tending towards shoving up prices on shortening. The demand is considered very good, the high price of lard being a factor in this increased selling. Quotations for the week are unchanged but very firm.

Shortening, tierces, 100 lbs., lb.	\$0 25½	\$0 26½
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.		

Margarine Shows Little of Interest

Toronto.

MARGARINE.—New developments are lacking in the situation on margarine. In spite of the high prices for butter the demand for margarine shows really very little improvement and the orders which are going forward to the trade are within rather a narrow compass. Prices are steady.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Butter Records Further Advances

Toronto.

BUTTER.—Higher prices are again in evidence on butter this week. The demand seems to be keeping up remarkably well, but the situation locally has responded by prices going higher than last week's levels. The market is strong at the figures shown herewith.

Butter—

Creamery prints (average)	\$0 60	\$0 61
Creamery solids (storage).....	0 59	0 60
Creamery prints (fresh made).....	0 62	0 63
Creamery solids (fresh made).....	0 61	0 62
Dairy pr'ts, fresh separator, lb.	0 58	
Dairy prints, No. 1, lb.		0 50

Cheese Market Showing Strength

Toronto.

CHEESE.—The market is strong, and in view of the light supplies any new cheese which is offering is quoted at very high figures. Advances have been recorded in some quarters and the undertone is one of strength.

Cheese—

Old, large	\$0 31	\$0 32
New, large		0 30
Stilton (new)	0 31	0 32
Twins, 1½ lb. higher than large cheese. Trip- lets 1½ lb. higher than large cheese.		

Higher Prices Named on Eggs

Toronto.

EGGS.—The market here continues very active and very strong. Consumption locally is fairly heavy, whereas receipts have continued to come along quite plentifully; there is no accumulation of supplies available at all. Prices have stiffened from last week's figures and are being quoted at levels herewith:

New-laid, in cartons, doz.....	\$0 49	\$0 50
New-laid, doz.	0 46	0 47
Prices shown are subject to daily fluctuations of the market.		

Little Live Poultry Coming

Toronto.

POULTRY.—As far as live poultry is concerned there is little coming through. The movement of storage stock is very good, and the export which has been done in this commodity has served to relieve the situation considerably. Business as a whole is considered very good and prices remain very strong.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks, lb.	\$0 35	\$0 40
Geese, lb.		0 50
Turkeys, old, lb.	0 40-0 42	
Do., young, lb.	0 32-0 35	0 45-0 48
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 30	0 35
Fowl, over 6 lbs., lb.		
Fowl, under 4 lbs., lb.	0 28	0 30
Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26-0 32	0 35
Chickens, over 5 lbs., milk fed, lb.		0 38
Prices quoted to retail trade:		
		Dressed
Hens, light	\$0 35	\$0 37
Do., heavy	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 40	0 42
Turkeys	0 47	0 50
Geese		0 52

Movement Fish to Show Improvement

Toronto.

FISH.—Dealers are looking forward to a very heavy movement of fish towards the end of this week and the first of next. This is already apparent in orders that are now coming to hand, and a much better supply of fresh caught fish is expected to be available. The range of quotations which are being asked this week is as follows:

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 08½	0 09
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 08	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, headless, lb.		0 10
Do., heads on, lb.	0 09	0 10
Do., small, case, 200 lbs., lb.		0 05
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 12	0 13
Salmon, Cohoe, lb.	0 21	0 22
Do., Qualla, lb.	0 12½	0 15
Do., Red Spring, lb.	0 23	0 24

Do., Gaspé, lb.	0 24	0 23
Smelts, No. 2, lb.		0 15
Do., No. 1, lb.	0 12	0 15
Do., Extra, lb.		0 24
Tomcods, lb.		0 07

FROZEN LAKE FISH		
Herrings, Lake Superior	0 03½	0 04
Do., Lake Erie, lb.	0 06	0 06½
Mullets, lb.	0 07	0 08
Pickeral, lb.	0 14	0 15
Pike, round, lb.	0 09	0 10
Trout, lb.	0 17	0 18
Tulibeas, lb.	0 09	0 10
Whitefish, lb.		0 11

SMOKED FISH		
Bloaters, 40 Count, box		1 30
Cod, smoked, lb.		0 11
Ciscoes, lb.	0 12	
Digby Chicks, bdl.	1 85	1 90
Boneless Digbys, box		2 00
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 16	0 18
Do., Finnan, lb.	0 11	0 14
Herring, Kipper, box	1 30	1 65

DRY AND PICKLED FISH		
Herring, Labrador, bbl.		10 00
Do., Do., keg		5 50
Do., Lake Superior, keg	5 00	5 25
Imperial, 25 lbs., loose, case		2 75
Quail on Toast, 24 1-lb. tablets, cs		3 60
Sea Trout, keg		12 00
OYSTERS, No. 3 size package		
Do., No. 5 size package (4 1-6 (2½ gallons)		9 50
gallons)		15 50
Do., No. 1 size package		3 30
Shell Oysters, 800 count, bbl.		14 50
Do., Do., 1,000 count		18 00

WINNIPEG MARKETS

WINNIPEG, April 9.—There is a very firm feeling in the market at the present time, few reductions being noted, and these only of a minor character. Several lines show a markedly stronger feeling.

Provisions Steady; Hogs Still \$19.25

Winnipeg.

PROVISIONS.—Provision prices are steady and firm with a good demand. Hogs are steady at \$19.25. Some new prices are quoted herewith on bacon, barrelled pork and lard. Ontario cheese is selling at 29c and the Manitoba variety at 28c.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33
Bacon—		
Breakfast, select, lb.		0 40
Backs	0 40	0 44
Dry Salt Meats—		
Long clear bacon, light		0 26
Backs	0 33	
Barrelled Pork—		
Mess pork, bbl.		42 00
Lard, Pure—		
Prints	0 32	
Cases, 5s	17 92	
Cases, 3s	18 00	
Tierces	0 29	
Tubs, 50s, net	14 63	
Pails, 20s, net	6 30	
Cheese—		
Ontario, large fresh	0 29	
Manitoba, large fresh	0 28	

Butter Firm; Supplies Light

Winnipeg.

BUTTER.—Receipts of creamery butter continue light as yet. Prices are firm and steady.

Butter—		
Fresh made creamery, No. 1 cartons	0 56	0 57
Fresh made creamery, No. 2		0 54
Margarine	0 31	0 32

Eggs More Plentiful; Prices Still Firm

Winnipeg.

EGGS.—Although receipts of eggs

are approaching a warm weather basis, prices remain firm. At the first of the week the market eased off somewhat and eggs were offered as low as 41-42c. The market has firmed up again and dealers are now asking 44-45c per doz.

Eggs—

New-laid, doz.	0 45
---------------------	------

Storage Poultry in Strong Demand

Winnipeg.

POULTRY.—Storage stocks of poultry are being taken into consumption freely. Stocks were put away at high prices and there is not expected to be any decline.

Flat Fish Plentiful; No Price Changes

Winnipeg.

FISH.—Plentiful supplies of flatfish have come on the market this week. Trade is a little slower than in recent weeks, and the general trend of the fish market is of a settled character. There are no price changes. Flat fish requirements have rallied to some extent and the demand is fairly even. Present prices are likely to undergo little change before the new pack comes on the market.

LAKE FISH		
Whitefish (cleaned), lb.		0 12
Whitefish (frozen), lb.		0 12
Pickeral, lb.		0 13
Pickeral Fillet, lb.		0 35
Frozen Trout, lb.		0 16
Round Jackfish, lb.		0 09
Dressed Jackfish, lb.		0 09½
Frozen Goldeye, lb.		0 07½
Speckled Trout, lb.		0 35

SEAFISH		
Frozen Halibut, lb.		0 20
Frozen Salmon, lb.		0 20

Announcing
the amalgamation of the business of
HERBERT PETERS
88 Front Street East and 22-24 West Market Street
TORONTO

with the firm of
DUNCAN'S LIMITED
NORTH BAY, ONT.

With Branches at Sudbury, Cobalt and Timmins.

The new firm will be known as
Peters Duncan Limited

Wholesale Dealers in
Fruits, Vegetables and Produce

Our increased buying and distributing facilities
will enable us to give our customers better
service.

Our aim will be to give you the finest quality
products at the most reasonable prices.

Get In Touch With Our Nearest Branch



Satisfied Customers

—that's the only way to business success

*Swift's Premium
Hams and Bacon*

*Carefully Selected
Sugar Cured
Hickory Smoked*

*Always Mild
and Uniform*

*Needs No
Par-Boiling*

Swift's Premium Hams and Bacon create goodwill and satisfaction that bring trade to your store from an ever-widening territory.

Grocers and Butchers tell us continually that "Swift's Premium" is the one Brand that is *sure* to give satisfaction and to bring repeat orders.

In addition, we are stimulating *new* demand through our extensive magazine and newspaper advertising. Be ready to get the extra business created by our special Easter sales effort. Striking display matter, which we will send for the asking, will, prominently displayed, associate your store with this campaign, and draw these prospective customers into your store.

Order Swift's Premium Hams and Bacon for your Easter trade, and be sure of satisfied customers.

Swift Canadian Co.

Limited

Toronto

Winnipeg

Edmonton

Canada Food Board License Nos. 13-170, 171, 172



Sell Schneider's Hams

They're guaranteed

Schneider's Quality Hams (mild cure) will satisfy.

So certain are we of this that we invite dealers to return any of Schneider's Hams that do not measure up to expectations.

Give them a trial.

J. M. Schneider & Sons, Ltd.
KITCHENER ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*

TASTY!



There's an extra deliciousness about every bit of

Indian Chief Brand Prepared Herring

that appeals very greatly to those who love a fish food of highest quality. These well-flavored sea foods are saleable throughout the year, particularly during the warm weather.

Round out your displays with Indian Chief Brand Prepared Herring. A Ready-Cooked line of great customer appeal.

SHAW & ELLIS
Pocologan, N.B.



OLIVE BUTTER

Unquestionably appetizingly popular.

A palatable product prepared from Selected Spices, Olives, Pimento and Malt Vinegar — the Very Highest Grade Obtainable.

Prominently displayed, Olive Butter will prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited
WALKERVILLE, ONT.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

CANADIAN GROCER

ADDRESS

143-153 UNIVERSITY AVE., TORONTO

FREEMAN Dry Air Refrigerator

Canada's First Centre Air Flue Refrigerator—patented 1918.
Canada's First Dry Air Refrigerator.
A superior Refrigerator for Butcher, Grocer and Delicatessen—
perfect for dryness of air and Economy of Ice.
Order early to avoid the hot weather rush orders.
Catalogue on request.

THE W. A. FREEMAN CO., Limited

HAMILTON

CANADA

Branches at

Toronto

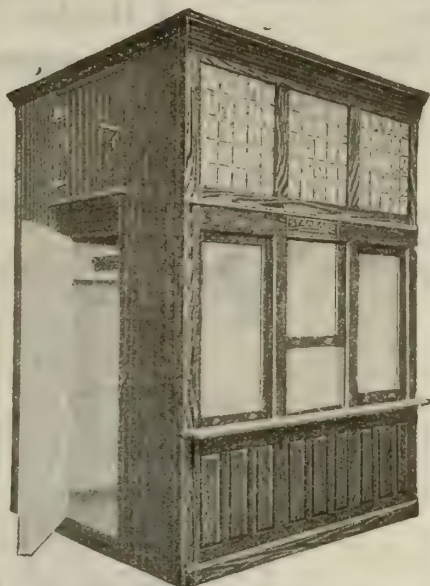
114 York St.

Montreal

Winnipeg

209 McDermot Ave.

Write for Catalogue



Easter

Let us have your
orders for HAMS
AND BACON now.
We will book your
orders for Easter at
present list prices.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Do you need a good man?

Are you looking for a suitable partner, a
wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the
surest way to reach the man you want. The
men who will read your ad. in the CANADIAN
GROCER are men of ambition, keen-edged
fellows—the very best class from which to
select the man to fit in with your require-
ments.

And it only costs you two cents a word to
talk to these men through a CANADIAN
GROCER Want Ad. Just two cents a word to
reach your man quickly!

Send along your ad. to-day. Forms close
Tuesday each week. Rates: 2c word first
insertion, 1c word each subsequent inser-
tion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Save More

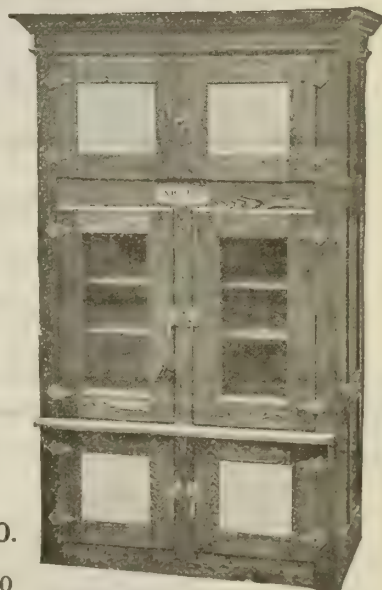
this Summer
-- You CAN
with an
ARCTIC

Not only keeps perish-
ables fresh and sale-
able for an unusually
long period, but fre-
quently renews to
tempting freshness pro-
visions that have be-
come shop-soiled.

The ARCTIC principle
of cold, dry air cir-
culation can save you
much more than re-
frigerators of less sci-
entific construction
and cost no more to
buy. Catalogue of
complete line is FREE.

Write for it.

JOHN HILLOCK & CO.
LIMITED
154 George St., TORONTO



ARCTIC
REFRIGERATORS & DISPLAY FACILITIES



Have No Hesitation
in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

MADE IN CANADA

Taylor & Pringle Co.

Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**

57



Display and Recommend

this popular food product. It is to your advantage to do so, because your customers know that Heinz Baked Beans are wholesome and nutritious, appetizing, and above all—guaranteed to please. Money refunded if customer is not satisfied.

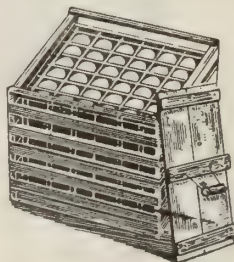
ALL HEINZ GOODS SOLD IN CANADA
ARE MADE IN CANADA.

57

57

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



The 12 Dozen Crate

And
12 Doz.
Egg
Crates

THE MILLER BROS. CO., LTD. 20-38 Dowd St.
Montreal, Que.

RICE

Wholesale houses are respectfully requested to enquire for prices on carloads of Siam and Japan Rice. Telegraphic messages sent "collect" will be accepted.

S. LOWRIE

825 Powell St.

Vancouver, B.C.

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:

D. W. Ross Co., Montreal

Mills at

Montreal and Victoria, B.C.

We have

Safe Pack Waterproof Paper

Shippers should know about it

WALTER WOODS & CO.

HAMILTON AND WINNIPEG



Cow Brand Quality Is Never Doubted

Housewives have perfect confidence in their baking operations when they use Cow Brand Baking Soda. Strength, Purity and Reliability are perfectly embodied in this household favorite. It always pleases.

Church & Dwight, Limited
MONTREAL

Wantmore

PEANUT BUTTER

The Finest Spread for Bread



A delicious line. Made from selected hand-picked, blanched peanuts. Healthful, nutritious and palatable. Physicians recommend it for children. When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more. Its goodness will keep it repeating and you make a good profit on every sale. Ask your jobber for it, or write direct to us

R.L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241



Spring Revives Insect Life

and increases the constant demand for

KEATING'S

Once used, no careful housewife will be without this universal insecticide

Makes Short Work of
Flies Fleas Mosquitoes Ants
Wasps Beetles Bugs
Cockroaches or Moths

Its merit ensures repeat sales and steady profitable trade.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA

HAROLD F. RITCHIE & CO., Limited
10 McCaul Street, TORONTO

Buy GOLDEN SHEAF Brand

MACARONI VERMICELLI SPAGHETTI

It's Good

Made from the best of Semolina
Wheat and Pure Spring Water.

Nutritious, Appetizing, Nourishing

Order from your wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co., Toronto, Montreal

Golden Sheaf Co., Limited

Montreal

A Palatable Tonic Wine



Made from extract of
beef and carefully selected
Port Wine.

Dr. Chiron's Invalid Tonic

is as palatable and as
exhilarating as the
wines of former days.
The only difference is
the percentage of alcohol.

A clean, wholesome,
blood-enriching home
beverage that you can
honestly recommend.

The Wholesale Grocery
Trade handles it.

BROTMAN BROS.

Manufacturers

WINNIPEG

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered



Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.



Furnivall's

Jams Will Please Her

Furnivall's Jams always please. They are made to please — made of fine selected, sun-ripened fruits and pure Cane Sugar. The men who make Furnivall's are past-masters in the art of producing better quality Jams.

FURNIVALL - NEW,
Limited
Hamilton, Canada
Canada Food Board License,
No. 14-167.

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Building, Sydney, N.S.

SUMORE

The Perfect Peanut

Notice to Dealers:

The Prices are Down

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

VOL-PEEK

A Fast Seller with
Big Profits

15cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at ½ cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA

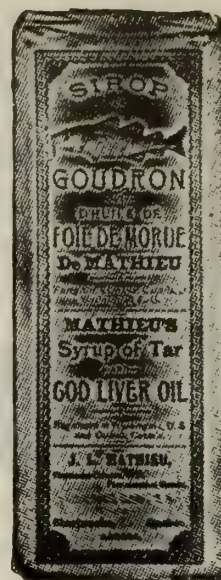
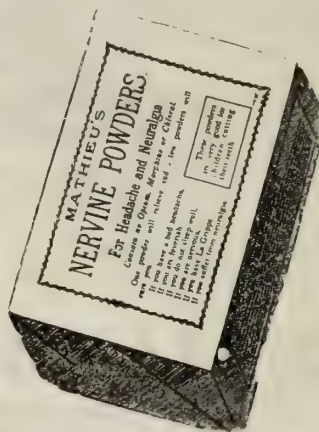


COSTS ONLY ½¢ FOR EACH MEND

The Mathieu Lines are always in demand

Mathieu's "Syrup of Tar" and Mathieu's "Nervine Powders" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.



J. L. Mathieu Co.

Proprietors

SHERBROOKE, QUE.

A Great Remedy for Neuralgia, Sleeplessness, Sick Headache, La Grippe.

**KEYSTONE
BRAND**

This Workman Knows

The workman knows the effect of a poor kalsomine or whitewash brush. Now tell him the cause—poor, uneven bristles insecurely fastened.

"KEYSTONE"

Kalsomine and Whitewash Brushes

are made of the best grade of bristles obtainable, and careful workmanship assures your customers of a brush, which will flow the color smoothly and finish the job, unmarred by streaks or bristles shed on the surface.

Write for prices, etc.

Stevens-Hepner Co., Limited

Port Elgin - Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes

STEVENS-HEPNER CO., Limited
— PORT ELGIN, ONTARIO —

OCEAN BLUE

gives the right kind of "service."

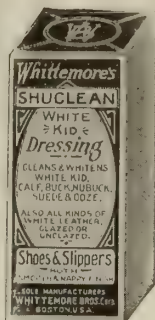
It pleases buyer and seller alike.

Order from your Wholesaler.

HARGREAVES BROS. & CO.

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta — W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon — Creeden & Ivory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.





Quality **Whittemore's** Variety
Shoe Polishes

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.

Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.

Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.

Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.

Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.

Albo white cake canvas and buck dressing in metal box. 2 sizes.

Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.

Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

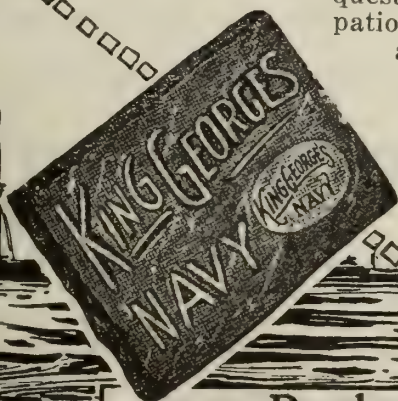
KING GEORGE'S NAVY

CHEWING TOBACCO

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	Per doz.
12 oz. Glass, Screw Top, 2 doz. in case	\$2 00
16 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	Per doz.
1's Pork and Beans, Flat, Plain, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 92 1/2
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	Per doz.
Pts., Aylmer Quality	\$1 90
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	Per doz.
1/2 Pints, Red Seal	2 70
Pints, Red Seal	1 50
Qts., Red Seal	2 00
Gallons, Red Seal	2 50
Caltons, Red Seal	7 45

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans	7 75
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EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	6 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED. MONTREAL.

Compressed Corn Beef—1/2s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$7.40; 2s, \$14.50.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9. English Brawn—1/2s, \$2.90; 1s, \$4.90; 2s, \$9.90.	
Boneless Pig's Feet—1/2s, \$2.90; 1s, \$4.95; 2s, \$9.90.	
Ready Lunch Veal Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—1/2s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—1/2s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.40; 2s, \$9.40.	
Roast Beef—1/2s, \$2.90; 1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Roast Mutton—\$7.25; 2s, \$14.50; square cans, \$48.00.	
Boiled Mutton—1s \$7.25; 2s, \$14.50; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Trips—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.	
Boneless Turkey — 1/2s, \$5.90; 1s, \$9.00.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40. 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90; Beef Suet—1s, \$6.40; 2s, \$12.40.	

SIFTO SALT IT FLOWS BEST FOR TABLE USE

Here are two satisfying Salt
brands—satisfying in sales—satis-
fying in results to the consumer.
Snappy, steady advertising in the
big papers keeps them well to the
front. Here are two Salt "win-
ners" you cannot afford to over-
look. Stock them both.



CENTURY SALT BEST FOR GENERAL USE

If your jobber cannot supply you we invite your inquiry, when
price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

"STAR" BRAND COTTON Clothes Lines

FOR SALE BY
ALL JOBBERS

Salesmen Wanted

Men who have worked up a connection
with the trade are far more valuable to you
than inexperienced men. The way to lo-
cate them is through your trade paper,
because wide-awake salesmen read it.
When in need of salesmen use the Want
Ad Page; the rates are 2 cents per word
first insertion and one cent per word for
each subsequent insertion, a charge of 5
cents extra is made for Box Number to
cover cost of forwarding replies.

The quality of
HOLBROOKS
 Imported
WORCESTERSHIRE
SAUCE
 is beyond question



Made and Bottled
 in England

YOU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy—an exquisite "zest"—to every drop of Holbrooks that wins approval from hard-to-please people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

Holbrooks, Ltd.

Toronto and Vancouver

"Saved From the British"

Germans Naively Explain Why They Denuded the Industries of France and Belgium of Raw Materials and Machinery.

AN amazing light is thrown on the methods of the Boche in occupied territory during hostilities, by a front-page item in THE FINANCIAL POST of April 5th. Their pillaging of the industrial districts of Belgium and France is explained on the ground that they were just keeping the goods and machinery safe from the British guns. The way they put it in the form of instructions to their commercial agents (now again busily engaged in rebuilding German export trade) is really worth reading. It arouses a smile; it also awakens keen thinking. POST news items have a way of doing that for every alert business reader.

Note, for instance, these contents of the

Financial Post

dated April 5th

Private Companies Win Decisions in Hydro Fight	Weyburn Bank Has Big Balance in Other Banks
U.S. Railroads are Ignoring the New Steel Prices	Dominion Linens is Operating a Spinning Plant
Big Market in Sight for Canada's Paper	A. Macdonald, and Relations of the Common
Canada's Wheat Problem: Canada's Wheat Wanted	C.P.R.'s Position Was Maintained During Year
Canada is Now Buying Less in United States	Scotia Steel Company Would Mine From Dominion Area
Steel Reduction is Not Resulting in New Business	Monarch Knitting Dividend Outlook
Crerar Unfair to the Western Land Companies	A Canadian U.S. Alliance in Bank Field
An Opening for Canada in Irish Linen Industry	Experience vs. Training in Banking Field
Canadians Study British Industry	The Claim of the Banker for More Salary
Trust Company is Formed by Merchants Bank	Business, Sentiment, and the G.T.R. (Editorial)
Amending the Legislation Re Loan Cos.	Finding a Job for the Idle M.P. (Editorial)
Labor Commission Will Aid Industry	Bond Market Lapses Into Dull Condition
Canada's Wheat and British Millers	Big Bond Issue for an Eastern Pulp Company
Unbusinesslike Administration of Alberta 'Phones	Building Costs Not Likely to be Lower.
Deny Newspaper Prices Being Cut	Alberta's Acts for Relief of Mortgagors
Fairbanks-Morse Shows 44.38 Per Cent. on Common	School Houses Are Becoming a Worse Hazard.

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The above are only a few of the many subjects of real profit-making interest to Canadian men of affairs which have been dealt with by expert writers and editors in THE POST of April 5th. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is \$3.00 per year, and you have only to fill in this form:

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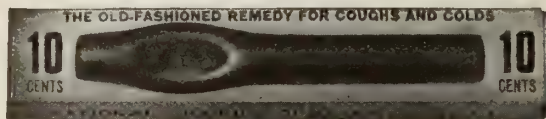
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in any form.

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**National Licorice Company
MONTREAL**

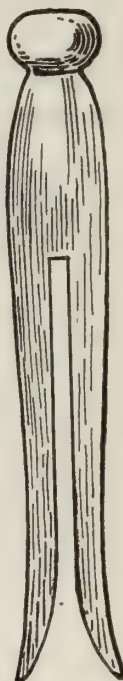
The Megantic Broom Mfg., Co., Ltd. Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
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Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85. With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.
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Ham and Veal Pates—½s, \$2.35.
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Beef—¾s, 75c; ¾s, \$1.40.
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Beef—¾s, 75c; ¾s, \$1.40.
Devilled Tongue—¾s, 75c; ¾s, \$1.40.
Veal—¾s, 75c; ¾s, \$1.40.
Devilled Meats (Assorted)—¾s, 80c; ¾s, \$1.45.

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D.S.F., ½-lb. 5 30
D.S.F., 1-lb. 10 40
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Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25

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Hotel \$18 50
Household size 8 25
Small size 5 75
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200-lb. bbls., No. 1 white.... .09½
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Celluloid, 45 cartons, case... 4.40
Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared11
40 lbs. Canada Pure or Challenge Corn09½
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(20-lb. boxes, ¼c higher, except potato flour)

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Perfect Seal Jars, 3 lbs., 1 doz. in case \$4.00
2-lb. tins, 2 doz. in case ... 4.55
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10-lb. tins, ½ doz. in case... 4.65
20-lb. tins, ¼ doz. in case... 4.80
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Barrels, about 700 lbs. \$0.66½
Half bbls., about 350 lbs.07
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(5, 10 and 20-lb. tins have wire handles)

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Robinson's Patent Groats—
1 lb. 4 00
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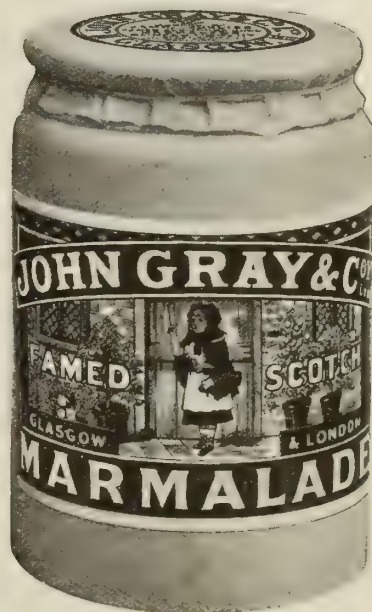
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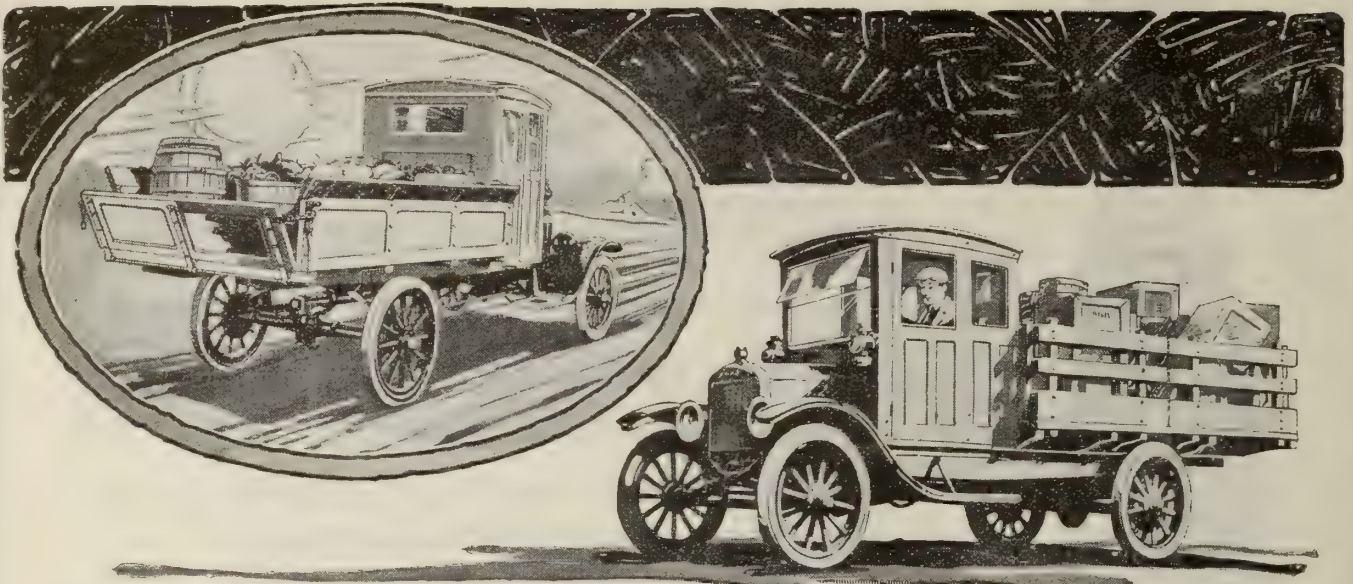
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HEREAFTER Ford One-Ton Trucks may be bought **complete** with bodies and cabs, ready for the road.

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They have oak floors. The sills are of seasoned hickory, clear five-inch members, clamped to the

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Ask your wholesaler to supply you to-day.

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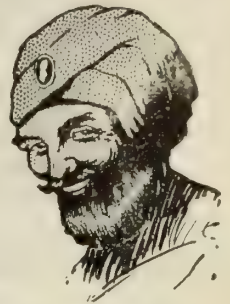
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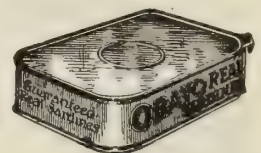


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All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

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They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

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An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

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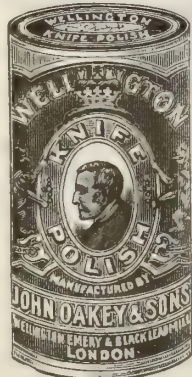
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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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Soap Powder, case 100 pkgs. \$5 65
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Cleanser (Kosher), cs. 50 pkgs. 3 10
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Lemon, 2 doz. 2 70
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Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight rate second class

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Made in Canada

Assorted case, contains 2 doz. \$2 70
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Strawberry, 2 doz. 2 70
Lemon, 2 doz. 2 70
Unflavored, 2 doz. 2 70
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Keen's Oxford, per lb. \$0 24
In cases 12—12 lb. boxes to case 0 25

COCOA AND CHOCOLATE THE COWAN CO., LTD.

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Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz. \$4 60
Perfection, $\frac{1}{2}$ -lb. tins, doz. 2 48
Perfection, $\frac{1}{4}$ -lb. tins, doz. 1 88
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 27
Supreme Breakfast Cocoa, $\frac{1}{2}$ -lb. jars, 1 & 2 doz. in box, doz. 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb. 0 85
Supreme Chocolate, 10c size, 2 doz. in box, per box ... 1 20
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Eagle Chocolate, $\frac{1}{4}$ s, 6-lb. boxes 28 boxes in case 0 30
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Diamond Chocolate, 7s, 4-lb. boxes, 50 boxes in case, per box 1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb. 0 40
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Medallions, 10c, 1 doz in box, 50 boxes in case, per doz. 0 95

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It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

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Fancy Fruits and Vegetables
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It is the fresh, delicate, creamy
"home-made" flavour of Freemans
Devonshire Custard that has made
it so popular in the British Isles.

Oversea Troops from the Dominion
who have returned home are bring-
ing with them many links with the Old Country,
one of which is a desire to taste again its delicate
and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very
profitable line to stock, also it will enable you to push
your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled
purity and flavour to the ideal conditions of clean-
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manufactured.

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particulars to the

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FOOD PRODUCTS
Watford

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead



*When buying
insist
on this brand*

Canada Food Board License No. 14-128

TAPATCO

REGISTERED BRAND TRADE MARK



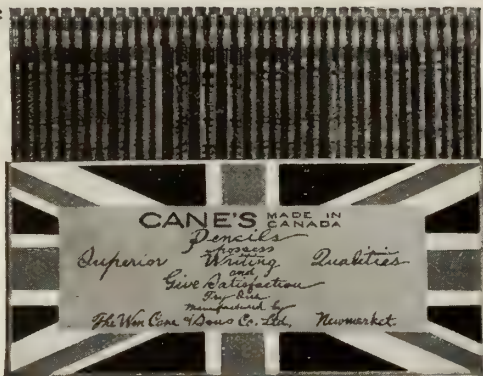
Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction.

There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario



Put a Cane Canadian Pencil Display Stand on your counter and win extra sales and profits

Here is a splendid selling proposition, Mr. Dealer.

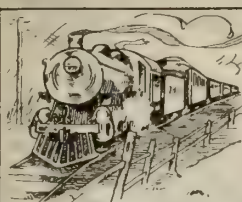
An attractive eye-catching counter display containing half a gross of good, easy-writing CANADIAN-MADE pencils, every one tipped and priced to retail at 5c each. You get the whole assortment for \$2.40 and the display stand will sell them for you without any extra trouble at all.

Get your share of this profit. Ask your wholesaler or write direct to

The Wm. Cane & Sons Co., Ltd.
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BUYERS' MARKET GUIDE

Latest Editorial Market News



Vogan's

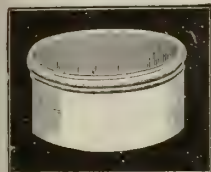
Overseas
CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED

TORONTO



STONEWARE

Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED
London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

EDMONDSON & PETCH

Manufacturers of

E. & P. Awnings and Tents

THE BEST IN THE LAND

Write for Price Lists and Measurement
Charts. Address

OTTAWA, CANADA

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers

TORONTO, Ontario

Government Salmon in U. S. Causes Worries

In commenting on the possibility of the U. S. Government dumping their stocks of canned salmon on the markets there, the Journal of Commerce says:

The market yesterday showed something of the concern with which the canned salmon interests regard the possibility that the Government will put its very large stocks into the market. Apparently the earlier announcement by the Government in regard to its canned goods was not as explicit as it was taken to be. It was everywhere agreed on the market yesterday, that release of the Government stocks would wholly demoralize the canned salmon market. The very seriousness of such action, however, was taken in some quarters as nearly an assurance that the Government would protect the market by not unloading, now that packers' representatives have gone to Washington to present their case. With the danger of such dumping definitely removed, some brokers said that the market ought immediately to be in much better shape, because spot stocks are of very moderate quantity, if not actually small. It is reported by visitors from the coast that spot stocks there have been exhausted with the loading at Seattle this week of 75,000 cases of chums and pink for the Italian Government, to go direct to Rome. No standard pink, it is said, is now available on the coast.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.

TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

RAMMANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS AND GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES AND QUOTATIONS.
R. M. MOORE & CO. LTD. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

Ship us your

BUTTER, EGGS, POULTRY Etc.

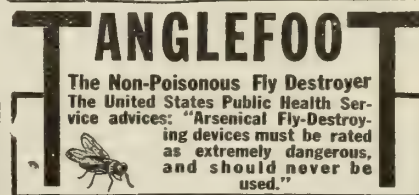
We pay highest wholesale prices

KAVANAGH PROVISION CO.

Bleury Street, Montreal

Phones :

Uptown 4620, Uptown 4621, Alter 7 p.m. Uptown 1980



The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—EXPERIENCED GROCERY CLERK, Ontario. State age, salary expected and references. Box 606, Canadian Grocer.

WANTED—YOUNG MARRIED MAN, WITH good connection in the West. Would like to get in touch with some Eastern manufacturers with the idea of representing them in Manitoba and Saskatchewan. Thoroughly experienced in retail and wholesale groceries. Have no objection to working on a commission basis. Can furnish first-class credentials and proofs of ability. Only gilt-edged proposition considered. Apply to Box Number 602, Canadian Grocer, 143-153 University Avenue, Toronto, Ont.

FOR SALE

FOR SALE — GENERAL STORE IN SIMCOE County. Stock about \$6,000; close to railway station; nice village. Box 600, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — A GOOD COUNTRY GENERAL merchandise business, about 12 miles from Belleville. Present stock, \$5,000. Will reduce to suit purchaser. Buildings for sale or rent. Apply Box 604, Canadian Grocer.

EMPTY BAGS FOR SALE
EXCELLENT ONCE USED JUTE FLOUR bags. Apply Joseph Wood & Co., Halifax, N.S.

**WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO**

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

SAY YOU SAW IT IN
CANADIAN GROCER

**Baker's Cocoa
and Chocolate**



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

LONDON HOUSE OPEN TO RECEIVE agency from reliable manufacturers of Commodities suitable for British markets. Specialties, Condensed Milk, Canned Foods, etc. Write O. B. Laggett, 17 Harp Lane, London, E.C. 3, England.

AGENT IN FRANCE IS OPEN TO TAKE exclusive agency for canned goods, milk, jam, salmon, from manufacturers only. Address: A. Lemasson, 14 Boulevard Beaumarchais, Paris.

COLLECTIONS

If you want your own money—we can get it.

There's no reason why you should not get the money that really belongs to you.

Those bad accounts are a sore spot—but we can help you.

Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try Us.

Nagle Mercantile Agency
Westmount, Montreal, Que

**EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE**

**ORDER HOT HOUSE
TOMATOES---
CUCUMBERS**

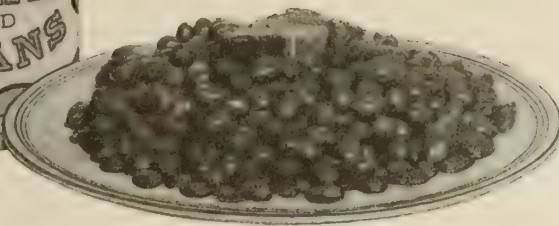
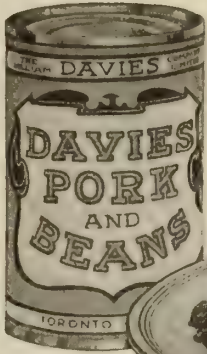
TO ARRIVE DAILY
BY FAST EXPRESS

The season is short, but a profitable one to retailer;

write or wire for date of shipment naming your daily requirement.

B. C. FARMERS EXCHANGE
131 WATER ST. VANCOUVER

Bold Advertising is creating a demand



for this product
among your own
customers!

*NOW
is the time
to stock up.*

STRIKING advertisements for Davies Pork and Beans are now appearing in all the leading daily and weekly newspapers throughout Ontario and Quebec Provinces — advertisements appealing directly to the housewife and building up a consumer demand right in your own locality and among your own customers for—

Davies Pork and Beans

Here is an unusual opportunity for you to cash in on this advertising and handle a real live "seller."

We are offering Davies Pork and Beans at a price you can't afford to miss and one which will enable you to sell at a bargain price to your

customers and still realize a good profit for your store.

All choice, hand-picked white beans — whole, sound and perfect — put up in 11 oz., 16 oz. and 20 oz. tins (two dozen to the case), Plain or with Tomato Sauce.

This is a **quality** line!

Give your order to our Traveller--or Mail it direct to

THE **DAVIES** COMPANY
WILLIAM LIMITED

TORONTO

MONTREAL

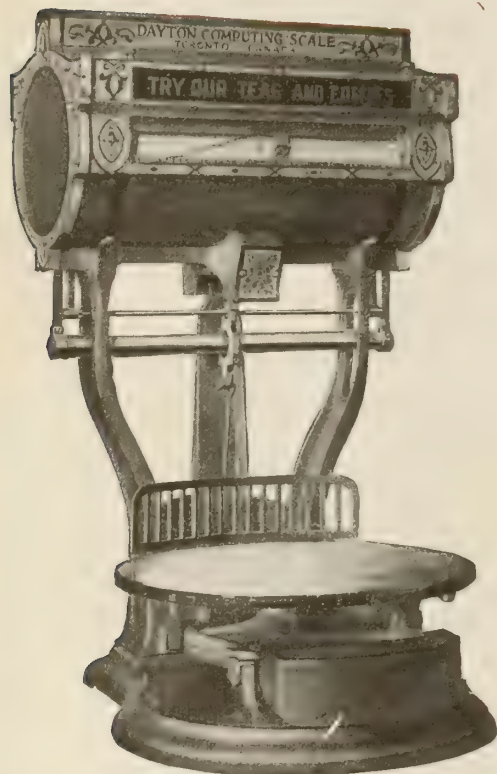
HAMILTON

DAYTON

Automatic Scale

The modern scale of Justice

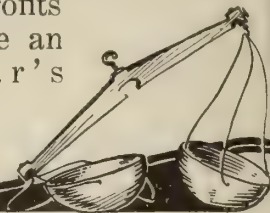
**"If it's a
DAYTON
It's Right"**



A Merchant is Known by the Scale He Uses

If he uses an old-fashioned scale he is picked out as careless in his methods by his customers, his wholesaler and his banker.

If he uses a Dayton Automatic Scale there is no argument about him being up-to-date, keen about his weighings and price calculations, absolutely fair to every customer alike, positive about his wish to get all his profits and determined to give an absolutely just dollar's worth for a dollar.



What is it that has eaten the heart out of many a business, showing shrunken and insignificant returns, often a complete loss, after every seeming possible precaution has been taken in husbanding resources? Down weights and mistakes in figuring. We've seen it proven in thousands of cases. Think it over!

Let us send you our latest Catalogue

Dayton Computing Scales

Royce and
Campbell Avenues
Toronto, Ont.

The International Business Machines Co., Limited, Toronto, Frank E. Mutton, Vice-President and General Manager, Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, APRIL 18, 1919

No. 16

**PACKED AS WELL
AS WE KNOW HOW**

The
Gosse-Millerd's
Products
are
Tangible
Evidence
of our
Belief
in the
Triumph
of
Quality
Goods



CANNED SALMON

(Grades)
Sockeye
Red Spring
Cohoe
Pink
White Spring
Chum

CANNED HERRING

(Grades)
Kipperd Herring
Herring in Tomato Sauce

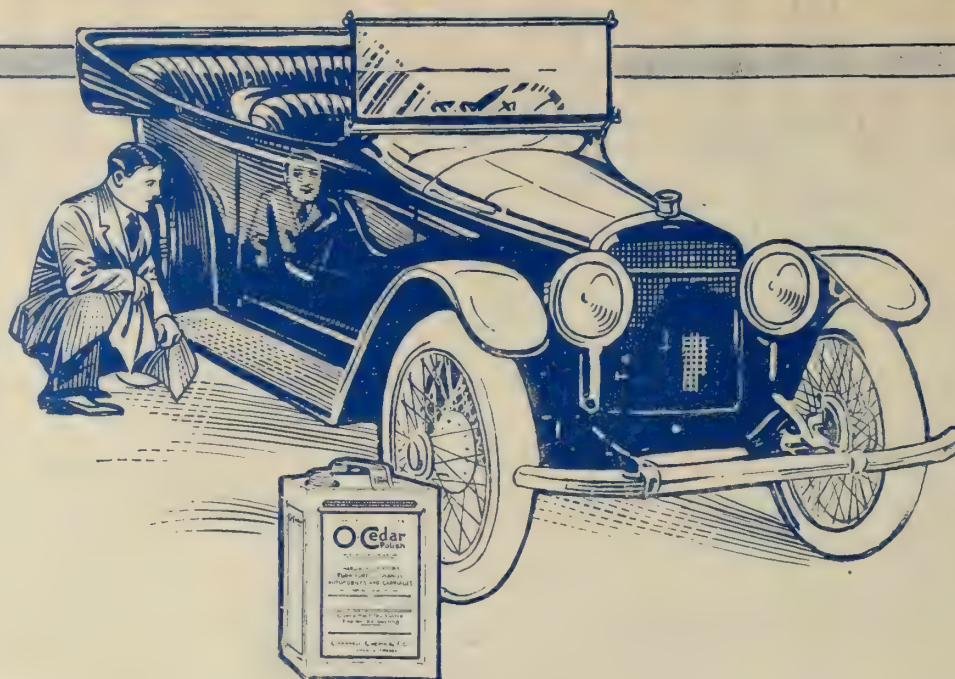
Fresh
all
Sizes

Order a Supply To-day

GOSSE-MILLERD PACKING CO., LIMITED

Head Office: 597 Hastings Street W., Vancouver, B.C.

Brokers: Donald H. Bain Co., Head Office, Winnipeg



Tell Your Customers to use O-Cedar as directed

ASK your customer, when you sell a bottle or can of O-Cedar Polish, whether it is understood that O-Cedar should be used with Water. Many people do not realize this important point, in spite of the fact that the directions on every package plainly state it. This failure to understand the proper method of using O-Cedar Polish is frequently discovered. Many car-owners do not know that O-Cedar should always be used with water for best results.

O-Cedar Polish

Directions for using O-Cedar Polish:—

Wet a piece of cheesecloth with water. Wring out surplus water. Pour on as much O-Cedar as cloth contains water. This combination forms a soft, harmless lather when cleaning the surface—removing the dust, scum and grime. Polish with a dry cloth—slight rubbing quickly produces the desired hard, dry lustre.

When polishing an automobile—if there is mud on body—wash it off first—then follow the above directions. Another way to apply O-Cedar Polish on a car is to mix half water and half O-Cedar in a "Sprayer." Before using, shake sprayer to mix O-Cedar with water and then operate. Finishing with a light brisk rubbing with a dry cloth.

Be sure to tell your customers that O-Cedar is to be used with water—tell them to follow the directions on the bottle or can. In this way they will get satisfaction and will come back to you for more O-Cedar Polish.

CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO



Success comes quickest with standard goods such as *Borden's*

Three generations of physicians have prescribed them for their absolute fidelity to purity, quality and wholesomeness.

Three generations of mothers have proven their worth and goodness.

And to-day Borden's is one of the strongest and surest sellers in your line.

It is a year-round seller that quality dealers from coast to coast find worth stocking. Are you well supplied?

Any good wholesaler will ship you Borden's, and a trial means that you'll sell it right along.

BEGIN TO-DAY

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



WHEN you say "ROYAL ACADIA" in response to your customer's sugar order, you are suggesting a sweetener that will meet with her every expectation. You can buy Royal Acadia in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

*Every Grain
Pure Cane*

The Acadia Sugar Refining Co.

HALIFAX, CANADA

Limited

Popularity means Sales

Women all over the country are finding new and delicious uses for

Shirriffs

(True Seville)
**Orange
Marmalade**



They are having wonderful success in scores of delightful dishes that they had never dreamed of attempting before. Besides being a favorite breakfast dish, Marmalade is now used in salads, puddings, etc., and is greatly relished with the afternoon cup of tea. Its uniformity of quality and delicious characteristic flavor have won a place of supremacy for Shirriff's.

This means business for the dealers. Are you getting your share of it? If not, you are missing worth-while profits. Put a little effort into the selling of Shirriff's and results will be worth while. Order a case to-day.

Imperial Extract Company

TORONTO

CLARK'S PORK AND BEANS

Need we remind you,
Mr. Grocer, that the
best Advertising for
both manufacturer and
merchant is



QUALITY



Publicity without qual-
ity may catch the casual
customer but QUAL-
ITY plus methodical,
steady advertising is
what builds up perman-
ent and increasing busi-
ness.

Clark's Pork and Beans have always led the way in QUALITY
and their sale is always increasing.

W. Clark, Limited

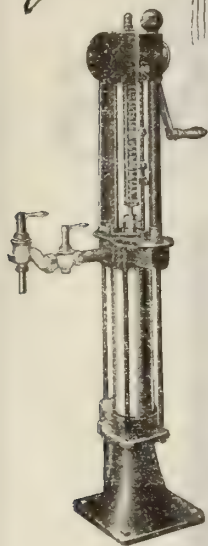
Clark's

MONTREAL

Canada Food Board License No. 14-216

BOWSER
ESTABLISHED 1885

GIVE A LIFETIME
OF
SERVICE

SYSTEMS
THE STANDARD ALWAYS


BOWSER outfits have been perfected through our thirty-four years' experience in designing and building Oil Storage Equipment of all kinds for grocery and general stores. Many BOWSER outfits have been in use over twenty-five years and are still giving accurate measure and complete satisfaction.

There is a **BOWSER** ESTABLISHED 1885 Outfit for You

Think what it would mean to you to install such equipment. Remember a BOWSER outfit will handle your oil business with absolute accuracy—safety from fire and explosion—give you a clean store—pleased customers; all of which means continued increased profits for you.

*We will be glad to give you complete information
upon request.*



S. F. Bowser & Co., Inc., 66-68 Frazer Ave., TORONTO, ONT.

Sales Offices In All Centers

Representatives Everywhere

PRICES NOT GOING UP!

IN FEBRUARY we announced the following prices on 2-in-1 Shoe Polishes and guaranteed them against decline to June 30, 1919.

WE NOW further assure you and extend our guarantee against decline to December 30, 1919.

YOUR jobber will supply you at the following prices:

- $\frac{1}{2}$ Gross Shipments—\$14.40, less 3% Trade Discount.
- 1 Gross Shipments—\$14.40, less 5% Trade Discount.
- 3 Gross Shipments—\$14.40, less 7% Trade Discount.
- 5 Gross Shipments—\$14.40, less 8% Trade Discount.

SPECIAL DEAL

FREIGHT PREPAID on 3 Gross and over.
Send for Dealer Helps and Newspaper Cuts—free.

THE F. F. DALLEY CORPORATIONS, LIMITED
HAMILTON, CANADA

"Every week with the E.B. Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated April 18, 1919

Being No. 30 in the Series

Many Washings and Screenings For Eddy Co. Snow-White Pulp

THE sulphite pulp as it comes from the great digesters described in a previous article, goes into huge tanks made of Georgia Long Leaf Pine, and there the acid is drawn off, carrying with it all the resinous and ligneous matter from the wood. Immense quantities of water are sprayed steadily over the pulp, washing it with extreme thoroughness. Only the sticky liquid made by the acid in combination with the resinous residue drawn from the wood fibre escapes through the perforated bottom of the great tank. This liquid is a powerful adhesive, and is being used with success in making road surfaces, though only experimentally so far.

The wood pulp, when it leaves the digesters, is known as "stock," and the first spraying of it with water in the tanks is called "tempering." It leaves the tanks after the tempering process and passes on amidst abundant water to the openers. These are screens which revolve at rapidly increasing speed in series, the last of them being the fastest and revolving thrice as fast as the first. They have the effect of freeing the fibres of the wood pulp, and making them ready for the paper-making processes that follow. From the centrifugal screens the pulp proceeds to fine flat screens, getting whiter and more substantial in texture as it progresses, and much more like paper. In all these processes scarcely a particle of valuable wood pulp is lost, for every drop of the washing after passes through the "save-all," which with fine aluminum screens, retains all workable wood fibres and reduces waste to a minimum.



Why Eddy's Fibreware Is a Good Seller



Housewives find in Eddy's fibreware something more than a substitute for the zinc, tin or galvanized iron utensil. They find it an ideal line in every respect—good-looking, long-wearing and perfectly sanitary.

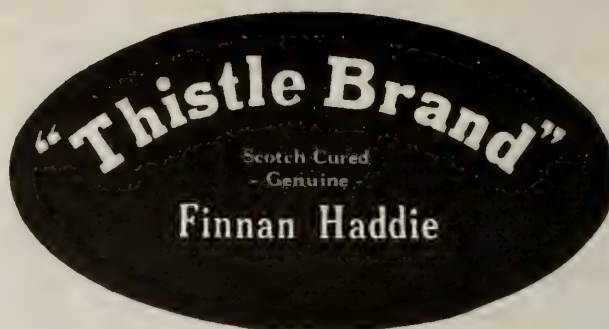
Show your customers how serviceable and economical Eddy's fibreware really is. Draw their attention to the fact that every utensil is absolutely seamless and therefore cannot shrink, fall apart or become water-soaked.

You have seen advertised in this space a few of our lines—tubs, washboards, cuspidors, etc. There are many other useful articles that have not been shown here but you will find the complete line pictured and described in our illustrated list.

Get a copy from our traveller or from us and look it over at your leisure.

Look out for articles in this series describing the manufacture of Eddy's Famous Fibreware.

Only
Selected
Mature
Haddock



Only
Selected
Mature
Haddock

1-lb Tin contains 16 oz. net.

1/2-lb. Tin contains 8 oz. net.

A pound tin contains as much Fish without any waste and ready for use as a fresh fish weighing 3 pounds. Sold by leading Jobbers everywhere.

Packed only by
The Thistle Curing and Canning Co.

Mrs. Knox Says:

I am featuring by national advertising, recipes that not only sell KNOX SPARKLING GELATINE, but sugar, flavoring extracts, nuts, spices, fresh and canned fruits, etc. This means an extra turnover for you.

In the same advertisements I am telling the women that my gelatine is the "4 to 1" brand because each package makes *four pints* of jelly. So it works both ways—the Quality and Quantity means a saving for your customers—the things that you sell with it means extra profits for you. Will you back up the advertising by giving Knox Gelatine more prominent display?

After being off the market for a few months because of war conditions our factory is once again on practically a peace time basis, and your jobber can now supply you with both KNOX SPARKLING and KNOX ACIDULATED GELATINE.



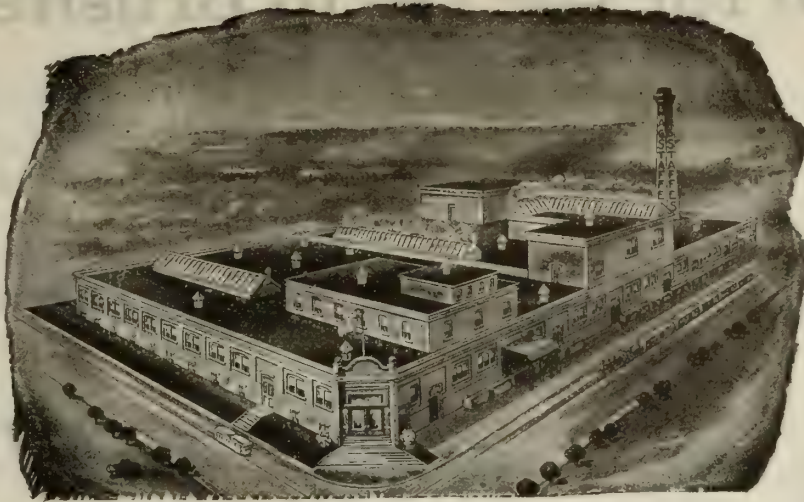
KNOX GELATINE

Mrs. Charles B. Knox
JOHNSTOWN, N.Y.

Branch Factory: MONTREAL



Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Let Your Customers Depend on You for the *Best* in Brushes



Foster that trade-building confidence of your customers—make them feel that whatever they buy from you they can depend on. Simms' Brushes always instill that confidence—the finish is excellent and the stock *stays* in. Simms' Brooms don't scatter fragments of the broom in the wake of the sweeping. Simms' Brushes and Brooms are Better Brushes, Better Brooms.

Made in one of the largest brush factories in the world with all the advantages of the most expert workmanship and finest materials and machinery.

Keep your stock up. Order to-day. Price lists by return of mail.

T.S.SIMMS & CO., Limited

St. JOHN, N.B.

Branches—Montreal, Toronto, London



Count on these three for profit and customer satisfaction

Malcolm Milk Products are so delicious and so wholesome that you can safely recommend them to even the most critical.

Their goodness is not surpassed by the most widely advertised imported lines, and Malcolm's are strictly Canadian-made.

We'll send you a 5-case lot or more and pre-pay freight up to 50c per 100 lbs., provided your store is situated in either Ontario, Quebec or the Maritime Provinces.

Made-in-Canada
By An
All-Canadian
Condensed Milk
Company

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND



A Peep Behind the Scene

*The above cut shows how DENT HARRISON'S BREAD is baked.
The loaves to be baked enter the*

Three Huge Travelling Ovens

at the end not shown and travel through the baking chamber very slowly, taking about thirty minutes to travel fifty feet. Then, being beautifully baked, they are automatically delivered on to a table in front of each oven. The bread is turned out of the pans on to a travelling conveyor and taken to the cooling room, ready to ship to

Our Country Customer

The bread is packed neatly in cartons of two, three and four dozen sizes, fruit cake in cartons of sixteen pounds, and mother's cakes in one dozen lots, shipped anywhere in the Province.

*Send us a trial order. Write, 'phone or wire
for quotations.*

Dent Harrison, Westmount, P. Q.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us. Established here 1900.
Correspondence Solicited.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

*If you want anything
or have anything to
sell this paper will get
you results.*

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Trac facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.



We can market your product in the West

Our men are continually in touch with both the Wholesale and Retail Trade—some of them do Retail work exclusively. And in addition to this you will have the prestige of a well established and widely known firm back of your product.

We are agents for Christie's Biscuits
and Robertson's Confectionery

Scott-Bathgate Company, Limited, Winnipeg

Wholesale Grocery Brokers and Manufacturers' Agents

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta
Our staff calls on wholesale trade and does
detail work.

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

MacDONALD BROKERAGE CO.

ARE YOU SEEKING REPRESENTATION
IN ANY PART OF CANADA?

Through our complete organization we are
in a position to represent some good gro-
cery specialty lines. If interested, address
Box 494, Canadian Grocer.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley, Dingman & Co., Ltd.,
John Taylor & Co., and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED, Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Cosignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

DO YOU NEED ANYTHING ?

If so, turn to page 64 and look it over

The opportunity you are looking for may not be there. Then create your opportunity
by advertising. It is easily done. Write a concise description of what you need.
Count the words. The rate is small, 2 cents per word for first insertion and one cent
for each subsequent insertion. If you want your replies directed in our care the
charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

We represent

W. C. Macdonald, Reg'd.
W. Clark, Limited.
Maple Tree Producers' Assn.
Lindners, Limited.
Aunt Jemima Mills Co.
Penick & Ford, Limited.

Marshall Milling Co.
Rosenberg Bros. & Co.
Pratt-Low Pres'g Co.
H. Bell-Irving Co., Ltd.
Hargreaves Canada, Ltd.,
etc., etc.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

FINEST CRYSTAL GELATINES

Powdered and Sheet

FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.

9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.

18 TORONTO ST., - TORONTO

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for
those in your town?

Ask your jobber for them or write for
samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

or

24-25 Fenchurch Street, London, England.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E. TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

MARITIME PROVINCES

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

Schofield & Beer, St. John, N.B.

Manufacturers Agents

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. Macdonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

GAETZ & CO.

**MANUFACTURERS' AGENTS AND
GROCERY BROKERS**

47-49 Upper Water St., Halifax, N.S.

**SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS**

ATLANTIC MILLING CO., Limited PICTOU, N.S.

Wholesale Grocers, Millers Agents

Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

The Colwell Brokerage Co., Ltd.

Misc. Brokers, Man's Agents

Liberal Advances Made on Consignments

18 Germain St., St. John, N.B.

**When Writing to Advertisers Kindly
Mention this Paper.**

MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

Genest, Genest, Limited,

Board of Trade
Building

Montreal

**EL ROI-TAN PERFECT
CIGAR**

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

106 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
Victoria Vancouver

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co. Importers and Exporters

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters VANCOUVER

W. H. HIND & Co. WHOLESALE GROCERY BROKERS MANUFACTURERS' AGENTS

28 Imperial Blk., Vancouver, B. C.
Let us discuss this territory with you

Interested in the B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

SAY YOU SAW IT IN
CANADIAN GROCER



CLAYOQUOT-SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**



PILCHARD

THREE CONTENTS OF 250 GRAMS EACH

DIRECTIONS:
WHEN REQUIRED
DO NOT PLACE THE
CANNED FISH BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like ALBATROSS BRAND PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

"PRIMROSE" PILCHARDS



*Strictly Prime
Quality*

Ocean Caught

Packed Only By Hand

*Rich in flavor and high
in food value*

Defiance Packing Co., Ltd.
Head Office: VANCOUVER B.C.

Canneries at West Vancouver and Port
Renfrew, B.C.

Sales Agents: Balfour, Guthrie & Co.
Vancouver, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

Now a Staple Article of Food

Rye Flour is no longer a mere substitute. The requirements of the War Board have introduced it to every housewife in the land and it has come to stay. B.B. Brand—always reliable—is the best Rye Flour to stock. Put up in 98's, 49's, 24's and bales of 10-10's usual differentials.

B. B. RYE FLOUR MILLS LTD., WINNIPEG

License Nos: 4-295, 4-075



MANUFACTURERS!

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

IMPORTERS

Established 1905

EXPORTERS

Why delay getting your product placed in this market? With a established connection of years' standing we can give you splendid service.

**FISH PASTE
in 4 oz.
GLASS JARS**

Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER.

**BLOATER
ANCHOVY
SARDINE
SALMON**



Watson's

Mention this Paper When Writing to Advertisers

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed
BY

The Nootka
Packing Co., Ltd.

NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Canada Food Board License No. 4-517.

Wantmore PEANUT BUTTER The Finest Spread for Bread



A delicious line. Made
from selected hand-
picked, blanched pea-
nuts.

Healthful, nutritious
and palatable.

Physicians recommend
it for children.

When you sell a cus-
tomer one can of
WANTMORE Peanut
Butter you will sell
her many more.

Its goodness will keep
it repeating and you
make a good profit on
every sale.

Ask your jobber for
it, or write direct to
us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

Buy GOLDEN SHEAF Brand

MACARONI
VERMICELLI
SPAGHETTI

It's Good

Made from the best of Semolina
Wheat and Pure Spring Water.

Nutritious, Appetizing, Nourishing

Order from your wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co., Toronto, Montreal

Golden Sheaf Co., Limited
Montreal

A Palatable

Tonic Wine



Made from extract of beef and carefully selected Port Wine.

Dr. Chiron's Invalid Tonic

is as palatable and as exhilarating as the wines of former days. The only difference is the percentage of alcohol.

A clean, wholesome, blood-enriching home beverage that you can honestly recommend.

The Wholesale Grocery Trade handles it.

BROTMAN BROS.

Manufacturers
WINNIPEG



EUREKA REFRIGERATORS

are

Made in Canada

by

Canadian Workmen

Guaranteed to give

Satisfaction

Eureka Principle

Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable

Built to last a Lifetime

Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal

Imports of the finest cup quality Ceylon - Indian - Japan - China **Teas**

have been very small during the past year.



Stocks are now running low.



Inquiries and sales indicate a more active and higher market.



We have some choice selections in store.



Ask for samples and prices now.

KEARNEY BROS. LIMITED

Wholesale Tea Merchants

33 ST. PETER ST., MONTREAL

ESTABLISHED 1874

Daily Arrivals

Louisiana Strawberries
 Head Lettuce
 Asparagus
 Radishes
 Parsley
 Cucumbers
 Pineapples
 Oranges
 Lemons
 Grapefruit, etc.

Send in Your Order Early

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028

Chas. Lauder Co.

**95 and 97 Ontario Street
 Toronto**

**Wholesale
 Confectioners**

**FINE CHOCOLATES
 CENT GOODS**

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered

MANUFACTURED BY

John Mackay & Co., Limited
 BOWMANVILLE, ONT.



Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk
Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.

Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younts not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younts For Large Store Windows, **\$38.50**
 No. 20½ Set has 50 Interchangeable Younts For Small Store Windows, **\$23.10**

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.

Minto Bros., Toronto

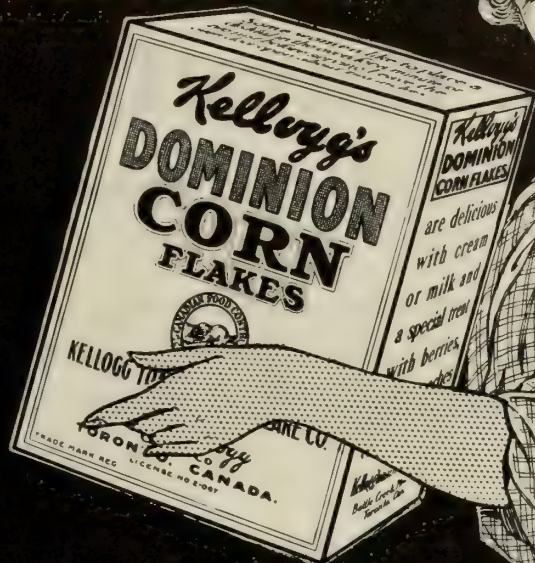
Originally Established 1873

Teas and Coffees **Forty Six Years in the Tea Business**

Benefit by our long experience in the blending of bulk teas of quality. Send us your next order and prove that better profits are possible by selling Minto Teas.

Our package teas are superior

Kellogg's DOMINION



*Be sure to get these New
Kellogg's Dominion Corn Flakes
W.K. Kellogg*

THE SWEETHEART
OF THE CORN

The Golden Flakes in the Golden Package

The new *Kellogg's Dominion Corn Flakes*—made by our new method—will increase your sales. Crisp and coaxing in their tempting goodness — with that delicious flavor that cannot be copied. Our wax-tite wrapper brings them to your customers' table with all their fresh-from-the-oven aroma and crispness intact.

More Than a Million Families Enjoy Them Every Morning

Our research department takes advantage of every scientific discovery which will improve the value of our products. When they have proven it to be a real improvement, we adopt it.
W.K. Kellogg

Made in TORONTO, CANADA

W.K. Kellogg
Cereal Company

Copyrighted in U.S.A. and Canada.

Robinson's "Patent" Barley and Robinson's "Patent" Groats

—Two excellent and easily digested foods that are popular wherever sold.

Your wholesaler carries the Robinson's lines in stock. If you are not yet selling them, or if your stock needs replenishing, send your order to-day.

MAGOR, SON & CO., Limited

30 Church Street, TORONTO

191 St. Paul Street West, MONTREAL

AGENTS FOR THE DOMINION OF CANADA



Just A Minute to Talk About Your Western Representation

Of course, you want live representation in this rich field. You want to put your product on the Western Markets from Lake Superior to the Pacific. You want to get real aggressive service from top to bottom—and we can give it to you.

Our reputation—our staff—our well established houses—our entire organization is keyed up to concert pitch and ready to give you **Service** with a capital S.

Our annual Purchasing Power, \$12,500,000.

We would like to send you fuller particulars. May we?

Consolidated Purchasing Co., Ltd.

313-319 PACIFIC AVE., WINNIPEG

E. Nicholson, Genl. Mgr.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, APRIL 18, 1919

No. 16

Various Brands of Rolled Oats Favored

Combination Shipments Are a Factor in Deciding the Brand Favored

OKREITNER, Niagara Falls, Ont., in addition to selling rolled oats in bulk, stocks two well-known lines of package goods. One of these, however, he buys in considerably larger quantities than the other. The reason he gives for this fact is that he can get from the manufacturers of this line other varieties of cereals, and can in this way get the advantage of five and ten case lots of shipments, whereas the other is handled only in single cases. As a result the tendency is to keep this particular line moving, as upon its sale depends in a measure not only an advantageous price on this one product, but on several others as well.

There is little difficulty in getting his customers to take this line, Mr. Kreitner states, and where they do ask for lines other than the two he stocks, he invariably sells this brand without any difficulty, knowing that it is a good one and that it will give satisfaction. It is impossible to stock every brand of this article that comes on the market.

Flour Sales Help Rolled Oats

On the other hand Bradley & Son, Niagara Falls, do not stock this line at all. They carry two lines of package oats, and the bulk of their sale is in one of them. In fact they would sell six or eight packages of this line to one of the other. One reason for this is that they have specialized on a flour manufactured by the same mill, and have developed a large trade in this line by window display and judicious advertising and suggestion. This has made it easy for them to introduce the rolled oats, as their customers have come to realize that the one is a satisfactory line, and are all the readier to take the suggestion that the other goods maintain the same high quality.

W. Evans, Port Dover, Ont., carries three lines of package oats. He used to carry another well-known brand but has discontinued stocking it, as it did not find particular favor with his customers.

Features Lesser-Known Brand

Of the lines handled two are given extensive general publicity, while the

VARIOUS BRANDS OF ROLLED OATS FAVORED

Custom and impulse are two factors that bulk large in human life, and largest perhaps of all in the art of selling. Custom bids the purchaser to go on buying a line that has been bought many times before; impulse is more adventurous, it urges the purchaser to take a chance on something new and comparatively unknown.

The grocer is the great factor in establishing a custom in buying. In the majority of cases, he was responsible for introducing the custom. Advertising provides the impulse. But to attempt to force this impulse without the good-will of the formulator of the custom is to start under a heavy handicap.

other has not been given much publicity of late. It is this latter, however, that represents the bulk of their sales. It is bought in five case lots where the others are only bought in single cases, and is sold whenever the brand is not definitely stated. This is done because they have handled this brand for a long time and have found it uniformly satisfactory. The customers of the store have grown accustomed to it. They have seen it on the shelves for years past, and have had it recommended to them on various occasions, and many of them at least have come to think of it as the best that can be had. In this way the store has actually built a trade for this line, and as it shows the same margin of profit as the others, Mr. Evans states that there is no reason for them to favor the other lines.

I. N. Kaufman, proprietor of "The Fair," Port Dover, Ont., handles two well-known lines. But he buys one of these in larger quantity than the other. If no brand name is specified by the customer when purchasing, Mr. Kaufman supplies the one that he has on hand, does not handle any packaged one is bought in five case lots and the other in single cases, it stands to reason that the bulk of the sales are made in this particular variety.

H. H. Reeves, Port Dover, on the other hand, does not handle any packaged lines of rolled oats, but stocks only bulk,

Grocers Handle Only a Small Number of the Brands Offering

and says he does not find that this fact has cost him any trade.

Not One in Five Asks for Special Brand

"Not one of my customers in five asks for rolled oats by name," states G. O. Werrett, Simcoe, Ont. "We handle two varieties of package oats," Mr. Werrett continued, "but we favor —. The reason for this is that one we buy from the wholesaler, and on this purchase we have to pay the freight. The other we buy from the mill, and because we can buy also several other lines at the same time we can get a "drop shipment" and thus save the freight. This, of course, is to our advantage, so we make a point of stocking and selling this line, whenever the opportunity presents itself, and as comparatively few people ask for these goods by name, the opportunity is of fairly frequent occurrence. We have been urged to stock another line, but have refused to do so. We would have to introduce this line to our customers and that entails a certain amount of work, that would be of no benefit to ourselves. If there were any advantage in stocking it, either from a matter of price or other consideration, we could readily enough find a market for it with our trade, but as the matter stands now, it pays us better to push the one line in which we do get some measure of advantage in purchasing."

G. A. Curtis, Simcoe, Ont., carries three lines of package oats, but sells most of —. Where no specific brand is asked for they sell the line they have the most of, or the one that comes most readily to hand.

Gives Opportunity to Get Other Goods

The A. L. Vanstone store, Brantford, Ont., stocks two lines of package oats, but Mr. Vanstone states that 75 per cent. of their sale is in bulk oats, which they feature in preference to the package. Of the two lines of packages they handle they lay special emphasis on one line. The reason for this is that they get other goods from the same mill. These goods are not readily procurable through the wholesaler. To assure themselves of a supply of these, as the line in question has a large sale, it behooves them to

push the rolled oats manufactured by the same firm, so that they can take advantage of larger purchases when these other goods are required.

About the same argument applies in the case of the J. T. Wallace store of the same city. They carry a pretty full line of these package cereals, but whenever the opportunity presents itself they push — because of the advantage it gives them in purchasing other lines.

Accept the Grocer's Judgment

J. Forde, of J. Forde & Co., Brantford, states that his customers pretty well leave the matter of variety of goods to their discretion. It is very rarely that they specify a name in ordering goods. "The bulk of our trade is a settled family business, that is done over the telephone. Most of our customers have been dealing with us for a long time, and apparently have confidence in our judgment and take whatever we send them, and very rarely, if ever, do we have any criticism of our selection. We stock three lines of rolled oats but our sales are three to one in favor of —. I do not know what led us to favor this line, except that we are confident that it is of a high quality, and have grown accustomed to giving it to our trade in preference to the other lines."

F. C. Harp, Brantford, carries three lines of package oats, but where the specific brand is asked for they would send one or other of two of these lines. "As a matter of fact, however," Mr. Harp stated, "we have not put much effort behind selling the package goods, but have devoted our efforts more to the sale of bulk."

Stock But Few of Any Line

It is an interesting fact that in the majority of the cases cited, the grocer is handling two or three out of a list of several times that number. There are other lines in almost every case, lines as well and oftentimes better known to the public, that have been neglected in favor of one or two other brands. In some cases there has been a definite inducement to handle these particular lines; in other cases the merchant is handling lines on which there is no such inducement. In some cases the merchant can give no particular reason for his preference for the lines he handles. He has made the choice for reasons now forgotten, but having had his reason in the past, failing some special inducement to make him change his allegiance, he continues to put his efforts behind these goods, and makes a sale for them.

Building Repeat Sales

It is a fact too that every sale makes it that much easier to repeat the sale, for the grocer has trained his customer in the merit of the goods, and once trained, the customer, like the grocer himself must be shown some inducement to make him change.

Goods Selected for Various Reasons

J. S. Kyle, Oshawa, Ont., sells almost exclusively one brand of package rolled oats. He has often had travelling sales-

men try to sell him other lines, but he could not see a great deal of difference in the quality, price, etc., and he knew the manufacturer of the line he was handling was a good one with a splendid reputation, so he could not see any reason for pushing other brands. Sometimes, of course, the other brands are asked for specially, but most of his customers know the line he is selling and that is the line they ask for if any particular brand is mentioned. He maintains that he does not select one brand of rolled oats for any one reason. He takes into consideration quality, price and net profit, appearance of the goods and of the package, the reputation of the manufacturer, whether the line is advertised to his customers or not, the travelling salesman, etc., etc. It is on these various points he places his selection of a particular brand.

T. B. Crothers, another Oshawa grocer, gets behind one particular brand of package rolled oats. He says a few of his customers occasionally ask for other brands, but the majority know the one he is carrying and this is the one they ask for when they mention the brand in particular. Frequently, he states, the store is out of this particular brand or they may not have it on the shelf, and they send out one of the two other lines which are carried in small quantities. "I have never yet had any objection from a customer to whom we gave one of these other brands," he said. "This indicates

that my customers were satisfied. But we try to keep in stock a good quantity of the line we are featuring and when a customer simply asks for 'rolled oats' we send her this brand, knowing that she will be satisfied, because we know the firm, know the goods, and are sure they will give satisfaction." Mr. Crothers buys this one line in large quantities and the others in small quantities.

This is the general method of the majority of retailers called on so far as rolled oats is concerned. Investigations show that most grocers feature the line of rolled oats with which they are best acquainted and know most about. Retailers further state that only in some instances do customers ask for a particular brand, the general question being: "Will you send me a package of rolled oats?" It remains in such cases for the dealer to select the brand and he hands out the article which he knows will give entire satisfaction. Retailers further state that the general publicity given an article like rolled oats undoubtedly assists them in selling because customers accept such lines without question; whereas if an unknown line is handed out the customer is doubtful as to whether it will give proper satisfaction or not, and is always critical in so far as taste, flavor and appearance are concerned. Where a dealer has long ago introduced a certain brand to his customers, the above, of course, does not apply.

R.M.A. Secretary Makes Definite Charge Acuse Civil Servants of Using Government Premises and Government Time in Conduct of Co-operative Buying Scheme

THE Retail Merchants' Association is asking the Government to take action to have civil servants stop the practice of buying or selling on Government property. In this connection E. M. Trowern, secretary of the Dominion Board, recently issued the following statement:

In reply to an article which appeared in your columns, stating that members of the Civil Service Association were transacting their private business on Dominion Government property, Frank Jammes, chairman of the Committee, answers by stating that: "When any specific charges are made against the Co-operative Committee of the Civil Service Association by the Retail Merchants' Association of Canada, we will then reply, and reply very thoroughly."

From replies we have received, there seems to be some confusion in the minds of some as to what our charges are, and they endeavor in their replies to mix up the two issues, the one being the question of "the operation of co-operative societies" and the other "concerning Dominion Government employees transacting private business on Government premises during the hours they are in the employment of the Government."

It is for the purpose of making ourselves quite clear on this matter that we are troubling you further.

As far as the Civil Service Association is concerned, we do not ask the Government to interfere in any way with the manner in which they buy their goods, or from whom they buy, nor are we asking that any restrictions be placed upon them by the Gov-

ernment if they wish to operate one or any number of co-operative stores. All we ask is that the Government does not give co-operative societies of any kind any special privileges, and we are quite competent to take care of the rest. All we require is to see that no business of any kind that is competing with private persons, who pay taxes and license fees, is allowed to be conducted on Government property at any hour of the day or night, and that no Government employees be allowed to canvass for business not connected with Government business during the hours that they are receiving their salaries from the Government, or on the Government premises at any time, either day or night.

Before sending you the previous memorandum on this subject, we made it our business as soon as the complaint, as set out by us, came to our office, to ascertain if the charges that were made were true, and we found that they were, and we again repeat that notwithstanding any effort that is being made to ascertain who gave us the information, we are prepared to lay a charge against the Civil Service Association and swear on oath that they have secured orders on Government premises during Government working hours, and we are prepared to prove our case, if necessary. If the Government deems it advisable to hold a public investigation on this matter we shall be prepared to prove our statements, as it is the fixed policy of our Association to never make public statements unless we can prove them. Our main desire in bringing this matter to the attention of the Government and the public is to have it stopped, and, if this is done, our object will be accomplished; if not, we must proceed until it is.

Many New Bills Affect Retailers

Legislation Now Under Consideration at Ottawa Will Have Important Bearing on Merchandising in All Its Branches—Aim is to Make For Better Conditions in Business Generally

By T. M. FRASER, Ottawa Representative of the MacLean Publications.

EVERY year a large amount of legislation, or proposed legislation, comes before Parliament or its committee, of more or less importance to the retail trade, and this year is no exception to the rule. E. M. Trowern, the Dominion Secretary of the Retail Merchants' Association, always keeps a watchful eye upon the bills going through Parliament, and usually has a number to steer through himself; and whether he is promoting legislation or preventing it, it is all with the idea of forwarding the interests of the retailers.

CANADIAN GROCER in a recent issue gave an account of the meeting of the Dominion Executive of the retailers, and referred to several matter which it was proposed that the Government should deal with in one way or another. In the issue of March 29, a full account was given of the proposed Bankruptcy Act, now before a committee of the House.

Legislation Needed

The following is the full agenda prepared to lay before the members of the Commons and Senate, as subjects requiring legislation: Bankruptcy Act; Requiring Merchants to Keep Books; Sale of Articles Left for Repair; Amendments to the False Advertising Act; Carrying of Parcels and Catalogs by Mail; Fire Insurance Act; Weights and Measures; Price Maintenance Legislation; Fixing of weight of contents of Cereal Packages; Adulteration Act; Inland Trade Commission; Government Employees to Come under Garnishee Act; War Stamps on Patent Medicines; War Profit Tax on Luxuries; Purchasing of Goods on Sabbath; Daylight Saving; Customs Confiscating Automobiles; Co-operative Societies.

Now Being Considered

A number of other items enumerated have been dealt with in one form or another. The requiring of merchants to keep books, amendments to the False Advertising Act, and Price Maintenance are now all before the Department of Justice for consideration. The sale of articles left for repairs has been dropped for the present. The carrying of parcels and catalogs by mail is being dealt with by a special committee. The Adulteration Act is before the Cabinet. Nothing will be done on the Inland Trade Commission this year. A bill will be introduced to deal with the matter of the weight of contents of cereal packages; and it may be noted that the weight of contents of salmon and lobsters and

other canned goods has been discussed before the House at some length and legislation regarding it will likely be introduced.

Matters of Policy

There are several matters, such as co-operative societies and the confiscation of automobiles carrying liquor, which are a matter of policy and cannot be dealt with by legislation, but strong representation regarding them has been made to the Government and some action will likely be taken.

The Senate has now before it a bill entitled an Act to Amend the Criminal Code, respecting prevention of fire. This provides that everyone is guilty of an indictable offence who negligently causes fire resulting in the loss of life or property, or who refuses to make alterations, remove materials or supply apparatus when ordered to do so by the proper authorities.

A bill now before the House deals with the weight of contents of canned goods, referred to above. It provides that there shall be four sizes of cans for lobsters, containing not less than three, six, nine or twelve ounces avoirdupois respectively of dry lobster meat. No other size of can shall be used for lobsters without permission of the Minister. Such permission shall state the minimum amount of dry lobster meat packed in each size of can so authorized.

The Minister of Trade and Commerce has a resolution before the Committee of the House to amend the Fertilizers Act in several respects. The phosphoric acid contents in the guaranteed analysis of a fertilizer must be plainly stated in connection with each package sold. The vendor must affix stamps to the value of one cent for the value of each one hundred pounds sold, with other provisions regarding analysis.

A very lengthy bill regarding Canadian copyright is also before the Senate, and is being both urged and opposed by rival interests.

Dr. Sheard, M.P., has introduced a bill to incorporate the Wholesale Grocers' Association, which is now before the Committee.

One of the most important matters of legislation to the retailer is that dealing with the war tax stamp duty on patent medicines and articles in bottles and packages, on which an article by Mr. E. M. Trowern will be found on page 46.

Pressing Problems

The Government has got some other problems on its hands that are pressing for settlement, and on which action is being taken. There is the demand of the

postal employees for more wages, and various threats as to what is going to happen if this is not attended to immediately. This is a problem that involves the whole commercial world, and those who had a taste of the delays that followed the trouble in Toronto last year when the men went out learned just how much inconvenience and loss it meant. In Montreal 1,200 employees of the Montreal Light, Heat and Power Co., Ltd., are on strike. It is understood that the main points at issue are the refusal of the company to recognize the union and wage differences. The settlement of this trouble is perhaps more important than appears on the surface owing to the number of firms dependent upon the power company for power.

Express Men, Too

In addition to these troubles the Canadian Express Employees have refused the award of the Labor Board and are expected to walk out. Some twelve hundred men are affected, and this may prove a more or less serious handicap at a season when business is increasing and express shipments growing larger from day to day, just before the Easter season. The recommendations of the Labor Board, although granting some concessions and increasing pay schedules, were not acceptable to the men.

TAX ON MATCHES TO CONTINUE Little Likelihood That the Tax Will Be Removed This Year

It is unlikely that the tax on matches will be removed this year. In fact Ottawa information indicates that this tax is a fixture for a good many years to come. Representations were made at Ottawa by parties interested in the match tax and were informed that they would still have to pay the tax on matches, and that their children and their grandchildren and their great-grandchildren will also have to pay it.

The match certainly appears to be having a difficult trail to blaze these times.

ST. BONIFACE, MAN., TO HAVE LARGE FLOUR MILL

A company of Minneapolis men, known as the Clarx Milling Co., capitalized at \$1,000,000, is taking over the building and plant of the Stanley Springs Brewing Company, St. Boniface, Man., and will convert it into a 1,200-barrels-a-day flour mill for the manufacture of patent flours by a new process.

Urges Direct Collection of Stamp Tax

Secretary of Dominion Executive Council and Dominion Board of Retail Merchants' Association of Canada Discusses Situation in Regard to War Tax Stamp Duty

By E. M. TROWERN

EVERY loyal citizen in Canada recognizes that the enormous cost of the war must be met, and that everyone should do his share in helping to pay it. The main feature that should be carefully watched is to see that whatever system is adopted it should rest equitably upon all alike, and that the cost of collecting it should be the lowest possible amount. There should also be some uniformity in the plan of collection. Any system that is adopted and that proves to be cumbersome and expensive on one article must also prove to be cumbersome and expensive on all other articles. The important thing, therefore, in all systems of taxation is to be able to collect it in the simplest and least expensive way, and arrange it so that it will rest equitably upon all.

Lose Its Force

The argument that is sometimes used, that it is essential that every purchaser should know the exact amount of tax he is paying to the Government or to the municipality, and that those who sell goods should be able to point out to customer just what that tax is, would soon lose its force if it were deemed necessary to also state to the customer the value of the labor, the value of the material, and the cost of shipping or handling the said article, and if it is necessary to know the amount in one case why not in all cases and on all articles? All these items could be figured out if it was absolutely necessary that they should be done, but why burden any system of taxation with a lot of unnecessary statistical and collection costs?

The chief question that the average intelligent Canadian is concerned about is the following: "What percentage of the tax that is paid by me is going to pay the debt for which the tax was imposed, and what percentage is going to the tax collectors and other Government officials for collecting it?"

Means Big Loss

In the case of the tax on patent medicines and on articles in bottles and packages, where the tax is paid by retail merchants buying war tax stamps and placing them upon the packages, according to the selling price of the article, we are informed on reliable authority that sixty-two and two-thirds per cent. of this tax goes to Government officials for collecting it, and that the Government only receives thirty-seven and one-third as its share. As business men, we consider that this is by no means a satisfactory system of taxation

and we are sure that no business house would tolerate any such expensive and extravagant a system as this one.

Cost of Collection

The full cost of collection, however, is not included in the sixty-two and two-thirds per cent. as reported by the Government. There is the further cost to the retail merchant of purchasing the stamps and placing them upon each article, and collecting the same from the customer. This is all additional to the sixty-two and two-thirds per cent., the only difference being that the retail merchant does an enormous amount of work and he receives nothing whatsoever for his services. If by any chance a stamp falls off the package, or the retail merchant or his clerk neglects to attach it, and a Government Inspector happens to enter his store, the retail merchant is summoned to the Police Court, and the usual fine is fifty dollars and costs. This is the reward that the retail merchant receives if he faithfully applies the stamp to one thousand bottles or packages and neglects to put a one-cent stamp on one article. The retail merchant, therefore, does all the work in buying the stamps and collecting the revenue, and receives no reward, only the risk of being fined in the Police Court if he or his clerk makes one miss in a thousand times.

Gets Part of Fine

On the other hand, the Government Inspector, in addition to receiving his salary and expenses for travelling all over the country and spying on the retail merchants, receives a portion of the fine, and a great many complaints have been made to our office stating that the Police Magistrate invariably takes the word of the Inspector against the word of the retail merchant, and they think that where there are no witnesses, and the stamp might have been removed by anyone so inclined, and who was working in league with an Inspector in order to secure a portion of the fine, in every case the Police Magistrates should demand evidence to show that the stamp was not affixed at the time of the sale.

His Wife Helped

In one case which has recently been before the courts, one of the Government Inspectors engaged his wife to assist him in securing convictions. The plan was to send his wife into the store and ask for some preparation and state that she was in a great hurry so as to throw the retail merchant off his guard, and after purchasing the preparation

she would hasten out of the shop and join her husband who was waiting outside to hurriedly drive her away.

Other cases have been before the courts where it was shown that poor widows whose stock in trade did not amount to more than three or four hundred dollars, have been fined as high as fifty dollars and costs, and the fine had to be paid by their friends as they were unable to do so themselves.

These facts are presented to show that the system is absolutely wrong in principle as well as in practice, and it should be changed at once, otherwise the entire commercial community will be aroused from one end of Canada to the other.

Collect Direct

In our opinion, if it is necessary that taxation of this character should be collected to pay war expenditure, it should be collected direct from the manufacturers, and the importers, and passed along to the retailers and to the consumers. This plan would simplify the cost of collection and place more money by far in the hands of the Government than it is now receiving, and it would remove the objectionable feature of summoning respectable, law-abiding citizens before Police Magistrates.

As stated before, the name that is given to any system of taxation is of very little consequence to the average business man. What is chiefly required is the most direct and cheapest way of collecting it, regardless of traditions and political opinions, and it must be evident to the most simple mind that the cheapest and most effective way to collect this tax is to collect it from the fountain head, which is the manufacturer, and the wholesale importer. It is our intention to impress the importance of this matter upon the public mind until we secure a remedy.

NEW BRUNSWICK THE ONLY CANADIAN PRODUCTION POINT FOR SARDINES

New Brunswick possesses the only sardine fishery in Canada. It is carried on in the waters of Passamaquoddy Bay and around the islands in the Bay of Fundy. The fish are really young herring, called sardines when canned. Of such importance is the fishery, and in such quantities do the fish appear that the fishermen on that part of the coast depend on it largely for a livelihood.

Ulster Grocer Lacks Faith

Thinks Impossible to Do Business on 11 Per Cent., But Willing to Learn—The Need of Scientific Methods of Business

By HENRY JOHNSON, Jr.

A FEW weeks ago I published the statement of a Canadian grocer which showed he was doing business on about 11 per cent. expense. That was questioned by a Texas reader, and, in his reply to the criticism, the first merchant admitted some minor errors which tended to enhance his list somewhat, though not materially. Now comes a very interesting discussion of the incident—this time again from Canada, about 2,500 miles from the first grocer:

Dear Sir:—This grocer claims to be making a net profit of seven per cent. (he said 6 per cent.) and you sure give him the soft soap. If this statement is correct, he is a marvel. I was surprised that you did not analyze his statement, as some items on it seem to me ridiculously low. I have been in the grocery business now about seventeen years, and as our business is pretty near the same size, I was comparing his expense items. First of all, he overlooks paper, bags, twine, etc. Now, he must be doing the business with two assistants and himself, and that includes delivery and all, judging from his expense, namely, \$868.00 for six months. Rent seems about right. Light only \$7.11—well, he is not using our local power for six months. It costs more than that in a small private house hereabouts. Phone, \$13.75, is very cheap. Insurance, \$16.62—now, supposing he carries \$4,000 on stock and \$1,000 on fixtures, it should be around \$40 to \$50. Interest charged is 6 per cent. on capital. Location may help, but he could invest it here safely at 8 per cent. Delivery, \$26.50 monthly, very cheap. To operate a Ford car here for about that size of business costs, gas and oil, \$20; tires, \$10; repairs, \$10; depreciation, \$15; total, \$55. Our typical cost of doing business is: Salaries, 7 per cent.; rent, 2 per cent.; delivery, 3 per cent.; interest on capital and depreciation on fixtures, 2 per cent.; light, paper, bags, twine and sundries, 1½ per cent.; total, 15 to 15½ per cent., and I know very few grocers are below these figures.

Gross margins here are around 17 to 18 per cent., as, like nearly every other place, butter, eggs, sugar, flour, etc., or about 45 per cent. of the average grocer's business is done for cost of operation or less; and when all tradesmen are getting more wages, we in the grocery business are trying to see how cheap we can sell. It is nearly impossible to get grocers to attend an association meeting where possibly they would learn something, as we have a live wire secretary and president. How, therefore, this man can do business on 11 per cent. is a mystery to me, and I am sure a great many more. There was an Ottawa gro-

cer sometime ago about whom I intended writing you, but put it off until it was too late, as in reading these articles we want to feel that they are facts, and not a little hot air. As one interested, I wish you would analyze his statement, possibly he would let you have a full statement. If, after investigation, it is found to be right, I will move at the next meeting of our association that we invite this brother to come to the Coast, we to pay all expenses, to give us a lecture on how to operate and make a net profit of 7 per cent.

Please leave out my name. You can sign it Ulster Grocer, as the Irish are always fond of a scrap about something. (Therefore, here goes)—

ULSTER GROCER.

In the interim the original grocer has gone into much fuller detail, but even at that, shows he is a master merchant; and let me say that whenever a grocer indicates that he may be a master, I like to give him the benefit of all doubt. This, to encourage him and others to go and do likewise; also to get others to think. If the thinking leads them to "take their pens in hand," as this one has done, more power to their arms—Irish or otherwise! For if I can induce men to do a little active, intensive thinking themselves, I am doing my very best for them.

My Letters Are All Genuine

But, aside from my desire to let my readers do the thinking and criticizing, there is another very important reason why I am specially glad to get this letter right now. That is, that I may emphasize a bit the absolute fact that, in the upwards of sixteen years since I began to write these papers, I never have "faked" a communication—not once—and it is too late for me to begin now! I disguise the names and locations. I omit addresses. In every way, I protect the identity of the writer, unless, as occasionally happens, he expresses his willingness to be quoted. I do all this that men may feel free to write me about their most private business affairs. But not in a single instance have I added a fact, or suppressed one, or colored a man's expression.

This writer, now, has used the name of his town more than once, and he has included slight local references which might reveal his identity to others. Also, in one or two things, he has written hurriedly and omitted a word necessary to make clear sense; but his intention is so plain that the insertion of the missing word makes it clear. I have,

therefore, inserted it where he would have done so had he not been tired and hurried after his day's work; but that is all. He will say so himself when he sees this.

These are the facts on which has been built the confidence of my readers, so they come forward so willingly and give me to-day—always have given me, in fact—so many genuine letters that I never have had to fabricate a story. So you can all depend on this: that my stuff is straight!

Some Solid Concurrent Facts

Aside from the statement of the merchant under discussion, it will be well for us to take note of some mighty important facts of present-day retailing, facts which go far to show that not only is it possible to operate on an expense of 11 per cent. to 14 per cent. in stores of various character, but that merchants who expect to remain in business must get down to about such a level of cost.

I have before me a list of grocers who operate on various plans of short-service, limited service and no service except what is afforded in the self-serve stores. These grocers all are in the United States, where, it seems clear, expenses average somewhat higher than in Canada. These men work on between 8 and 10 per cent., 10 per cent., 12 per cent., 14 per cent., and up to nearly 15 per cent. I know a line of individually owned stores, operated in conjunction with their own wholesale house, which operate on an expense of close to 10 per cent. average. I know one manager of a very large grocery store, self-serve, who expects to operate on about 7 per cent. when he has attained a larger volume of turnover.

Another angle: Within the past year something like one-third of all the grocery stores in Washington, D.C., have gone out of business, while across the continent, in Los Angeles, California, the number of grocers in business has decreased steadily during the past several years, though the city has grown by about 30,000 people each year in the meantime!

Must Work More Scientifically

Meantime, two classes of stores survive and prosper: those which charge for high quality and most exacting service, and then actually render such service and deliver such quality; and those wherein the service is curtailed and volume steadily increased through delivery of full value at constantly decreasing charge for expense.

What seems to be the lesson? That, as usual, things are changing. Things always change. The only things which

do not change are dead things—and even they decay. But things to-day are changing rather more rapidly than usual, and the merchant who would survive must be up and doing with all the vim and brains he has.

These are not times to stickle for what "always has been" in business. We must scrap all such notions and blaze new trails. Those who hesitate to do this are due for the discard, and there is no escape!

The final point of great value made by this correspondent lies in his suggestion that he is going to invite this model grocer to speak before his association. Let me say to you in all earnestness that this is precisely the thing to do. And when he comes to speak, try to listen carefully. If he is not much of a speaker, never mind that—you do not invite him to teach you oratory or elocution! If he is bashful or hesitates, help him to

feel at ease and try to get out of him what he knows.

Emulate the Dry Goods Trade

But even that is not entirely necessary. For since that man's letters were published, I have shown you the statement of the Amateur Grocer, one of the greatest records I have ever seen—if, indeed, it is not the very greatest—and that, too, is a genuine letter, copied just as sent to me. Both or either of these men would be glad to write answers to any definite, specific questions you might care to put to them. If you make up the questions, I shall see that they reach the men, and we can run the discussion, right here, if you like, for all to see.

A well-posted man said to me the other day: "I am simply astonished to learn of the great, spontaneous and hearty co-operation there is between drygoods merchants. If we could have

that in the grocery business, most of our troubles would be over." Dry goods and department store merchants do not wait for any association meetings, though they have such and of a splendidly helpful character. They write to each other all over the country about their own problems, specifically in the frankest way, and help each other to be successful. A merchant in San Francisco, for example, sends a transcript of his annual statement in detail to merchants in Cleveland, New York, Chicago, Washington, and each of his correspondents does likewise. This interchange of ideas, plans and records tends to strengthen them all and elevate the entire business. They hide nothing. They are not foolishly "jealous."

If grocers would do that thing among themselves they would go far toward cutting through and climbing over all difficulties.

Needs Inducement to Push Goods

Publicity Not the Only Way of Putting Goods on Market—Grocer Must See Some Benefit to Himself in Getting Behind This Publicity

"WE naturally push the sale of goods that give satisfaction to our customers, that are made by reliable manufacturers and that give us a real inducement."

This was a statement made recently by E. F. Mason, of E. F. Mason & Co., retail grocers, Peterborough, Ont. Mr. Mason operates one of the largest and best grocery stores in Eastern Ontario, and in addition has a separate Groceteria in Peterborough which, as he puts it, "belongs to the people."

When the above statement was made a certain brand of marmalade was under discussion. "A traveling salesman came in to see me sometime ago to sell this marmalade. He claimed that it was a splendid article and that it could be easily sold to my customers. I tasted it, discussed how it was made and found it certainly was a very fine line. Then we came down to figuring cost and selling price. The figures showed very little inducement. In fact there were established brands of marmalade on my shelves which were selling well and on which I was making a better margin. This was explained to the salesman. He came back with the point that the line was being given a great deal of general publicity and that very soon my customers would be asking for it. I pointed out I had seen their advertising in the newspapers but that these advertisements would not, in my estimation, actually get many people to come in and ask me for the line.

"At any rate I bought two cases, one of the large sized tins and one of the smaller. That was several weeks ago. Since that time we have only sold one tin of the line and that I sold myself to

a customer who came in and asked for some marmalade.

"The point is that there was no inducement for us to push the sale of this particular line when there are plenty of others in the store that are splendid goods and that give us a much better margin of profit. We are to-day getting behind scores of good lines and creating demand among our customers for them, simply because they pay us for our trouble."

Mr. Mason pointed out that many retailers told travelers their firm must create demand before they will stock a line. In his opinion this does considerable harm. Retailers simply cannot stock every line that comes along, whether it is given general publicity or not. They have got to select from among the various brands of a certain line on the market, one or a limited number which they must get behind with their selling power and endeavor to make the handling of them worth while.

"As far as we are concerned," he said, "we are open to consider any new line on which we can make a fair profit above our cost of doing business."

If every retailer took this point up with traveling salesmen he thought the retail trade would be far better off.

Mr. Mason believes it pays to have real good salesmen and saleswomen behind the counter. A good salesman, he claims, can double the purchases of customers and do it in a way that will be entirely satisfactory to the customer. A suggestion here and there, without an attempt to force any article on a customer, means greatly increased sales during the week and substantial profits at the end of the year.

GERMANY CAN BE FED WITHOUT ENDANGERING WORLD SUPPLIES

Mr. Roberts, the Food Controller, has stated that Germany can be given certain supplies without any risk to the supplies at home or to the vital necessity of victualling Belgium, Northern France, Bohemia and Poland.

BEEF EXPORTS ALMOST QUADRUPLED

Exports of beef from this country increased in quantity from 44,165,621 pounds in 1916 to 115,003,133 pounds in 1918, and in value from \$5,629,122 in 1916 to \$21,854,333 last year, as shown by a summary of the trade of Canada compiled by the Dominion Bureau of Statistics, from the data of the Department of Trade and Commerce.

ENOUGH BEANS IN ENGLAND TO LAST CONSUMERS THREE YEARS

A prominent broker in Montreal stated to CANADIAN GROCER that he understood there were enough beans in England to last the population three years. Another informant intimated that there were practically as many in Canada that is, enough to last that length of time. In many cases it is fairly well agreed that there is a huge surplus and there is, therefore, every likelihood of a more or less nominal condition being maintained, as to price. The selling is being done on a favorable price basis especially where car lots can be handled. There ought to be no difficulty in getting beans on a basis more nearly equal to that obtaining in pre-war seasons.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

ITEMS OF COST IN DOING BUSINESS

Kindly give me a list of everything that is to be taken into consideration as to the expenses which a retail grocer has to deal with.—H.J.B.

Answer.—The items that must be included are:—

(1) Selling expenses, including wages of sales force, advertising, wrapping and parceling.

(2) Delivery expense, including wages of delivery force, rent of stable, feed or gasoline, and upkeep charges on horses or motor delivery.

(3) Buying expenses, salaries of buyers, and incidental expenses of buying trips.

(4) Management expense, including part salary of proprietor, wages of office staff, auditor's fees, etc., office supplies, stamps, account books, etc.

(5) Fixed charges and upkeep expense, including interest on borrowed money, interest on notes and accounts payable. Interest on capital owned. Rent of store whether owned or leased, storage, fees, fuel, light, power and necessary supplies thereto, taxes, insurance, repairs of store equipment, depreciation of store equipment.

(6) Miscellaneous expenses, including telephone, telegraph, ice, water, janitor, donations, dues, trade associations and subscriptions, collection expenses and all the items not provided for.

(7) Losses from bad debts.

BUYERS OF POTATOES

Please give us the address of some reliable firms to whom we might sell potatoes by the carload.—W. H. Byam & Co., Millbrook, Ont.

Answer.—McWilliam & Everist, 25 Church St., Toronto, Ont.; Stonach & Sons, 33 Church St., Toronto, Ont.; A. A. McKinnon, 74 Colborne St., Toronto, Ont.; Peters, Duncan Co., 88 Front St. E., Toronto, Ont.

RE CONSUMERS' ASSOCIATION

There is a man here taking orders or at least securing members at \$2.00 per year for the Consumers' Association of Windsor, Ont. I thought the Government closed this firm up last fall. Are they a fraud or are they not?—Carrying Place, Ont.

Answer.—This association was denied a license by the Canada Food Board during the winter, and as a result had to close. They, however, opened again on the signing of the armistice, and as no steps were taken by the Canada Food Board, there seems to be no reason why they should not continue. The system adopted by this firm is certainly not in accord with generally accepted business standards. Their claims are so general, how ver, that it would be

difficult to prove anything against them. The business could not therefore be called fraudulent.

REGARDING DYE

In a recent issue there appeared an enquiry as to the maker of a dye wrapped in cloth like blueing. We were unable to give a definite answer at that time. Since then we have had this information supplied by Geo. Loomis, of McTaggart & Son, Vancouver. The dye in question is made by Wm. Edge & Co., Bolton, England, and they are known as Drummer or Dolly Dyes.

A QUESTION FOR LOCAL DECISION

The County of Missisquoi voted dry on the 1st day of May. If a vote is taken for the province in April of this year and the same goes wet, will the County of Missisquoi remain dry as it now stands? If so, how long would it remain dry?—Bedford, Que.

Answer.—Yes. Till the local prohibition was repealed.

NO SUCH LAW

Is there a law to the effect that a person buying a grocery business should be allowed 10% on the fixtures and stock?—John Langstaffe, Box 195, Oakville, Ont.

Answer.—There is no law to this effect.

ONLY CIVIC LICENSE REQUIRED

Could you please inform us if we have to have a license for selling ice cream and lunches?—Mrs. Rodolph Lewis, Port Maitland, Yar. Co., N.S.

Answer.—The only license required for this is the municipal license obtained by applying to the city clerk or license inspector of your city or enquiring of the Chief of Police.

ICELESS REFRIGERATORS

Are iceless or cold water refrigerators a success and what firms manufacture them?—Wallace Birdsell, Tillsonburg, Ont.

An electric iceless refrigerator is manufactured by the Eureka Refrigerator Co., 11 Colborne St., Toronto, Ont. We have not been able to find any firm manufacturing cold water refrigerators.

HORSE RADISH MACHINE

Where can I buy a machine for grinding horseradish?—Jas. Wm. Walker, Box 2, Dunnville, Ont.

Answer.—The Wm. Davies Co., Ltd., 521 Front St. E., Toronto, Ont., have one to sell.

THOROUGHbred PULLETS

Kindly advise me where and whom I should write to to get thoroughbred pullets and cockerels as I am interested in poultry.—V. J. Perpete, Box 112, Chapeau, Ont.

Answer.—"Canadian Poultry Review," 184 Adelaide St. West, Toronto, Ont.; "American Poultry Journal," Chicago, Ill.; "Inter-

national Plymouth Rock Journal," Union City, Mich.

REGARDING PEANUT BUTTER

Would you be good enough to oblige us with a copy of a good recipe for making peanut butter.—Wolf, Sayer & Heller, 76 St. Paul St. East, Montreal, Canada.

Answer.—There is no particular recipe for making peanut butter. The peanuts are ground in a machine for that purpose with salt added. Machine may be purchased from Hobart Manufacturing Co., Toronto, Ont.

CARLOAD OF APPLES

Where can I buy carload of bbls. winter apples, f.o.b. Ontario, or N.S.? Private party preferred. 1919 delivery.—M. Agarand, Forget, Sask.

Answer.—Try McBride Bros., 35 Church St., Toronto, Ont.; Duncans Ltd., North Bay, Ont.; White & Co., Church and Front Sts., Toronto, Ont.; Lemon Bros., Owen Sound, Ont.

Nova Scotia—United Fruit Company of Nova Scotia, Berwick, N.S.; Nova Scotia Shipping Co., Berwick, N.S.; H. Bligh & Son, Halifax, N.S.; W. H. Chase & Son, Wolfville, N.S.

BISCUIT MANUFACTURING

I am anxious to get the names of some of the leading biscuit and confectionery manufacturers in Quebec and Ontario.—J. E. Purcell, Mulgrave, N.S.

Answer.—This information has been sent.

SECOND-HAND COUNTERS AND SHOW CASES

Kindly let me know where I can buy second-hand counters, show cases and store fixtures.—B. St. Amond, Mont Joli, Que.

Answer.—Ontario Showcase Co., 321 King St. West, Toronto, Ont.; Jones Bros. & Co., 31 Adelaide St. West, Toronto, Ont.

EXPORTERS OF CHOCOLATE AND CANDY

Could you supply me with the names of any big firms exporting chocolates, sweets, candy of every description? I have a big demand in this country. Am a subscriber to your Journal and find it unusually interesting. Also name of confectionery journal or paper.—C. F. Wilson, "Dryland House," South Ave., Buxton, England.

Answer.—List of names have been sent. Confectionery journal, "The Baker and Confectioner," 1229 Queen St. West, Toronto, Ont.

SPECIAL SALES FIRMS

Kindly give me a list of special sales firms who put on sales in different towns on commission or other basis.—Augustus McDonald, Souris, P.E. Island.

Answer.—The only firm we know of is the T. K. Kelly Sales System, Minneapolis, Minn.

CANADIAN GROCER,

143-153 University Avenue,

Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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H. T. HUNTER - - - - - Vice-President
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REGARDING BUTTER PRICE

WEDNESDAY'S Toronto *Globe* has a tearful editorial urging the Government to restrict butter exports, and rather reflecting on Dr. McFall, because he refused to advocate such a drastic course.

The *Globe* takes the cost of living figures of March 14, which represent conditions that existed a month previous, and argues that as there were at that time 6,000,000 pounds of butter in storage, and as sometime toward the end of March there was an increase of 10 cents a pound, that, therefore, somebody profited to the extent of \$600,000.

What the *Globe* neglected to mention, probably because it did not know, was that subsequent to the period represented by the total of stocks in storage, the Government requisitioned the production of all creameries, so that the amounts quoted were the supplies that must meet the needs of the Canadian trade. Six million pounds of butter to supply roughly eight million people, is not an enormous amount, it could only be eked out by later arrivals of fresh made butter. The *Globe's* contention that all the butter sold for export was low-priced butter that represented an enormous profit, is very far from representing the real facts of the case.

MARGARINE ONCE MORE

IT seems likely that the question of prohibiting the sale of margarine in Canada will once more be brought before Parliament at this session. Strong protests against the continuance of its sale have been voiced by many dairy organizations. The plea is of course the old one, that its use is detrimental to the dairy interests. Even granting that this be so, it is very questionable whether legislation beneficial to a very small minority should be granted to this minority at the expense of the great majority of the

Canadian people. Living costs are at present so high, that any interference with the supply of wholesome food products is little short of criminal.

People who can afford to buy butter will continue to do so, quite irrespective of the fact that margarine is a cheaper product. People who cannot afford butter, will be in no wise better able to afford it because margarine is forbidden the market. They will merely have to do without anything of the kind.

In times of extreme plenty, and moderate prices, there may have been a justification for prohibitive legislation, but there is none now.

This week sees butter prices again leaping skyward, because of an export buying movement. Prices advance merely because there isn't enough butter to go round. In the face of this fact it is surely the height of folly to talk of prohibitions prohibiting a useful and wholesome substitute.

Margarine sales have not been large in the aggregate in Canada, and there is little danger of this product ever becoming a menace to the dairy industry. When such conditions arise it will be time to consider methods of relief. The dairy industry is certainly in no very grave danger with butter wholesaling in the neighborhood of sixty cents a pound.

QUESTIONABLE SELLING METHODS

THERE seems to be somewhat of an epidemic of prize-giving merchandising schemes at present sweeping through the Western Provinces. You guess the number of beans in a jar, or something of the kind, and if you guess approximately right you get an automobile, or something of the kind.

Now such schemes may get the attention of the public, and may stir up quite a little bit of excitement in the neighborhood of the store. These schemes are fostered by an organization that makes a business of staging these contests. Presumably, therefore, they are able to convince the merchant that he stands to profit by these methods.

It is very questionable, however, if these schemes really do benefit the merchant. There are ways and ways of advertising, but the general public, who after all, are the buyers in every community large or small, may be somewhat justified in a feeling that this automobile must be paid for some way, and if the merchant is able to give it away, it must be because he has been making more profits than he should be reasonably expected to make. The theory of large turnover reducing costs, is not one that the general public readily grasps, and it is very probable, therefore, that such schemes will not only fail to benefit, but will prove an actual detriment to the store adopting the scheme, and to all other stores.

After all there are no other arguments that can take the place of quality, service and price, and it is better for the merchant to harp on variations of these points than to venture into the uncharted seas of lotteries.

Current Events in Photograph

MAIN CAISSON OF HUGE DRY DOCKS



The banks of the St. Lawrence River, near the ancient town of Levis, are once more resounding as in days gone by, to the ring of axe, adze and caulking hammer, also to the more modern clatter made by pneumatic riveters and the snap of plate punches. The reason for all this is the great ship-building activity going on at Lauzon, a village just below Levis. One of the new dry docks, of which the main caisson is shown in the photo, is claimed to be the largest in the world.

VICTORIA, B. C., SWAMPED WITH CHINESE GROCERIES

**Fifty Stores Maintained by Orientals
Prove a Serious Handicap to the
Better Class Trade**

The growth of Oriental competition, which is being felt keenly by Pacific coast Canadians just now, is noticeable in the increasing numbers of the Chinese grocery stores. They observe no closing hours, and costs are cut to a minimum by the exclusive employment of Chinese help and their residence in the store building, thus reducing taxes and rent. In Victoria there are now over fifty grocery stores outside the Chinese district, and a gradual absorption of the grocery trade by Orientals was looked upon as a certainty until the City Council enacted a by-law, operative after May 14, which forces all stores, with a few exceptions, to close at 6 p.m. and all day Sunday.

MILLERS GET LITTLE ENCOURAGEMENT FROM GOVERNMENT

OTTAWA.—A large delegation, comprising about forty of the leading millers of Canada have interviewed Sir Thomas White and other members of the Government, and presented a memorial calling attention to the serious condition of the milling industry in Canada, with ninety per cent. of the mills closed, and no markets in sight. It was pointed out that while American exports of flour are ordinarily about double of those of Canada they are now running about four times as great.

No direct suggestions were made as to what the Government could do. The Government attitude seemed to be that

the millers themselves should look after the securing of this business. The orders the American millers have been getting have come principally from neutrals and it was open to our millers to secure this business if they had been early on the ground.

No Definite Promises

The Government, while giving the usual polite reply given to all delegation, was not able to make any definite promises. Its policy with regard to export orders has repeatedly been stated. The Government cannot undertake to act as commercial traveller for any one industry. The solution of the millers' difficulty appears to be still the same—they must send their representatives after the business as other industries are doing.

NEW BRANCHES OF R. M. A. FORMED

J. C. Campbell, District Secretary of the R. M. A., recently organized branches at Sterling, Tweed, Marmora, Madoc, and Belleville, Ont. The officers of the new branches, so far as received, are as follows:

Belleville: Pres. D. V. Sinclair; 1st Vice, Arthur Wallbridge; 2nd Vice, E. R. McBride; Treas., Wm. Doyle; Sec., W. D. Hanley.

Marmora and District: Pres., F. N. Maret; 1st Vice, D. Shannon; 2nd Vice, D. Narrie; Treas., Mr. Connor; Sec. F. M. Gladney. Madoc: Pres., Benson O'Hara; Sec., E. C. Tufts. Sterling: Pres., Geo. H. Leury; 1st Vice., R. A. Eliot; 2nd Vice, L. Meiklejohn. Treas., M. G. Cooke; Sec., Fred T. Ward. Tweed: Pres., J. D. Taylor; 1st Vice, Chas. Kerr;

2nd Vice, Felix Rashotte; Treas., Chas. Clarke; Sec., J. J. Quinn.

Sterling meets the second Monday each month; and Tweed the third Friday.

Brockville Branch of the R. M. A. are expecting to hold a banquet on the 23rd inst., and have invited Messrs. E. M. Trowern, Henry Watters, and J. C. Campbell to be present.

It is proposed to hold convention of the different branches of the R.M.A. in the county of Hastings in Belleville, some time in June.

WHOLESALE GROCERS CLOSED UNTIL MONDAY

The wholesale grocers of Toronto will close their warehouses and offices on Thursday night of this week for the holiday on Good Friday and remain closed until Monday morning. This action was decided on early in the week to give employees advantage of a good week-end holiday.

PURCHASE B. C. CANNERY

The Victoria Canning Company, which has been operating at Victoria, B.C., for the past six or seven years, has been purchased by the Dominion Cannery.

RAISIN OUTPUT 167,000 TONS

A total raisin production of 167,000 tons was shown in figures compiled by the California Board of Viticulture. The output was estimated at 180,000 tons at least, but the heavy rains of last September cut down the output materially. The total output, according to this report, is: Muscats, 102,500 tons; Thompson's seedless, 48,750 tons; sultanas, 11,750 tons; sundries, 4,000 tons.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

The Maritime Wholesale Dealers' Association was formed at St. John, N.B., recently, at a meeting attended by representatives from St. John, Moncton, Amherst, Halifax, and Charlottetown. E. J. Fleetwood is president; Percy Higgins, Moncton, vice-president for New Brunswick; S. C. Sutherland, Amherst, vice-president for Nova Scotia; Percy Turner, Charlottetown, vice-president for Prince Edward Island; H. W. Rising, St. John, secretary; O. J. Jillen, assistant secretary. The association is one in a chain now being formed.

Quebec

Jas McQueen, grocer, Toronto, has sold out.

Taber & Co., Toronto, have sold to H. B. Watts.

Mrs. W. Manning, Chatham, has sold to H. Poili.

A. C. Clunce, Wyoming, has sold to W. W. Rice.

D. A. McKercher, Victoriaville, have sold their stock.

Eva Tremblay, Quebec, has registered her grocery business.

Hamilton Bros., grocers, Newmarket, have sold out.

Noah Parent, general merchant, Belle River, Ont., is dead.

H. W. Boyd, general merchant, Markdale, have sold out.

W. W. Brown, Fort William, is discontinuing business.

A. D. Pleet, grocer, Ottawa, has sold to Moran & Monahan.

A. J. Pesha, Kentbridge, has sold to McLean Bros., Bothwell.

J. E. Paddison, grocer and confectioner, Alliston, has sold out.

B. H. Meyers, of the Peterboro Cereal Co., was in Montreal last week.

H. D. Marshall, of Ottawa, was in Montreal on Monday of this week.

Despres & Griso, general merchants, St. Pie, have dissolved partnership.

Joubert Bros., general merchants, Ripon, have been succeeded by Romeo Desjardins.

H. W. Hogan, general merchant, is discontinuing his branch store at Banning.

Alcide Limard, Montreal, has been registered under the name, The National Maple Butter Co.

Towns and Norris, general merchants, Aurora, have dissolved partnership. Mr. Towns to continue the business.

Elzear and Desjardins, jr., and Richmond Desjardins have registered a general store business at Riviere des Prairies under the firm name of Desjardins & Frere.

Sir Hormisdas Laporte, president La-

porte, Martin, Ltee., Montreal, is spending some weeks in Atlantic City.

Alterations are being made in the premises of Dupuis Freres. This will affect the St. Andre Street wing of the store.

A number of millers from Ontario were in Montreal last week, securing their allotment of orders from the Wheat Export Co.

It is said that the F. W. Woolworth Co. are contemplating improvements to their Montreal store, which will cost about \$10,000.

W. H. Halford, managing director of the Meiji Trading Co., Ltd., Montreal, was in Manitoba last week. Mr. Halford reports real improvement in the tea and general grocery conditions in that part of the West, with the outlook encouraging.

F. J. Sauve, of British Columbia, has accepted the sales managership for the W. J. Bush Citrus Products Company, of their new product, Aproz.

Among week-end visitors to Montreal were J. F. Crosher and C. R. Crosher, of Melton Mowbray, England, who recently crossed on the S. S. Megantic.

Ontario

J. K. Battah, grocer, Cobalt, is selling out.

R. Hewins, grocer, Hamilton, has sold out.

O. Poisson, grocer, North Cobalt, has sold out.

J. J. Bailey, grocer, Huntsville, has sold out.

John H. Oulehan, grocer, Toronto, has sold to John Murphy.

Book and Hoover, general merchants, Silverdale, have sold to E. C. Blaine.

A. J. Fleming, grocer, Hamilton, has sold to Wm. Carroll.

F. H. Seager, grocer, Sarnia, has been succeeded by A. H. Gammon & Son.

Robert Barnes, Western manager for the John B. Paine Co., was called hurriedly East last week, but expects to return to his Western territory again at once.

Wilfrid McCorvie, of John McCorvie & Sons, Chatham, Ont., spent last week in Toronto on a business and pleasure trip. He was a visitor at the Toronto office of CANADIAN GROCER on Thursday. Mrs. McCorvie accompanied him to Toronto.

Western

E. Kennedy, grocer, Vancouver, B.C., has sold out.

P. Rolo, general store, Buchanan, has been succeeded by Stamloff Friedman.

Clock Bros., general store, Decker, Sask., have been succeeded by J. Clock.

W. H. Inkster, general merchant, Morkinch, has been succeeded by Holbuck & Hubick.

FOUR YEARS IN FRANCE

Major Harrison, of St. John, Who Left as Lieutenant, Home

Major W. A. Harrison, secretary of the T. H. Estabrooks Co., Ltd., St. John, N.B., has returned from France and was a visitor in Toronto last week. Major Harrison joined the colors on August 5, 1914, the day after war was declared. He left Canada as a lieutenant and has returned a major. He has been four years in France, and during the past year or so was connected with the Headquarters Staff of General Currie. He will be resuming his former duties with the T. H. Estabrooks Company at St. John in the near future. He was in Toronto on both military and other business. His many friends and acquaintances in the trade will welcome him back to Canada after four years of strenuous service on behalf of his country.

CHANGES IN MONTREAL FRUIT FIRM

The firm of Bell, King and McLaren, wholesale fruits, Montreal, has been succeeded by Bell, King, Limited.

Wm. Bell assumes active management of the new company and is its president. He has spent some fifty years or more in the fruit business and has given particular attention to apple selection and grading.

The remaining members of the firm are O. H. C. Bush, recently returned from overseas where he spent four years on active service. Mr. Bush will attend the financial part of the work. The other member, R. S. Bell, vice-president, is a son of William Bell.

New Goods Department

SMOKE ESSENCE

Parke & Parke, Ltd., Hamilton, Ont., are putting on the market a new line known as Parke's Smoke Essence. This is for smoking and preserving meat. It may be washed on the meat or it may be applied with sponge or brush, and the manufacturers claim that it preserves and flavors good meat. It is put up in liquid form and is made from vegetables. It is sold in 35c and 75c bottles.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

INTEREST is being shown in the outlook for dried fruits during the present season, and indications point to a field far in excess of any previous record for prunes. Danger from frost is pretty well over by April 20, and in another week's time the growers can judge whether this element must be reckoned with. The promising yield, however, has not tended to ease prices any, and the outlook seems to be that very high figures will prevail. This is due to the call for this fruit from European countries, and the fact that stocks in the hands of all distributors are small now, with indications that new crop goods will come on a market absolutely bare of supplies.

MONTREAL—Considerable change has been made in this market during the past week, and changes of price in the nature of advances are made for corn syrups, both ordinary and white, canned fruits, health salts, package cereals, rice, nuts, seedless raisins, gluten feed, hay, apples, celery and spinach. In a great many lines there is considerable firmness, and further advances in some lines are looked for by the jobbers, though just what these will be are not suggested at this time.

Declines have been effected on some lines of brooms, the reduction being about 50c per dozen on the average. Cod liver oil, olive oil, sauces, Greek currants, buckwheat flour and cucumbers, make up the declines for the week, and there is an easier tendency on spices, and a better feeling on maple syrup, though prices still hold high. Potato flour is down from 20c to 16c lb. There is a better undertone to business, and with boats running soon, this port is expected to be a very busy one. Millers are gratified over the allotment of flour orders this week.

TORONTO—The strength of the corn markets has been reflected this week in an advance in corn syrups, bulk goods advancing ½c per pound, and package goods going up 30c per case. Higher prices on bulk corn starch are also reported.

Dried fruits rule with a firm undertone, and higher prices on seedless raisins have been named in some quarters. Some seeded raisins have been sold to come to this market. Prunes are scarce locally and prices are very strong. A car of dates is expected towards the end of this week or early next, prices holding at same basis as last shipment.

Canned fruits are becoming decidedly scarce and prices are firming up. Jobbers report an increased interest apparent in jams, and attribute the better demand to the high price of butter.

WINNIPEG—There is great uncertainty developing in the rice situation here. This is largely due to conditions existing in the primary markets, and the difficulty of obtaining supplies. Good quality stocks are being rapidly cleaned up, though there is an oversupply of inferior grades.

Beans continue in a very firm position, with no indication of any decline. White beans are quoted this week at \$4.25.

There has been an improving demand for canned goods of late, probably the result of the housekeepers' stocks of home canned articles becoming depleted. In any event the demand is unusually good, with indications pointing to a continuance of these conditions.

There is a very strong undertone to the dried fruit market, and it is expected that advancing prices will be the order of the day when the new pack becomes available.

QUEBEC MARKETS

MONTREAL, April 16.—Numerous changes are made this week, most of them indicating advances, but several being declines. There is nothing to indicate that there is going to be a general slump in prices, and there is a fairly good amount of business at the quotations made.

Brooms Down

Salt Goes Up

Montreal.

BROOMS, SALT.—A readjustment of prices has been made for various brooms

and while there is a reduction of fully 75c per dozen on some, others are not so much reduced. The average change is about 50c per dozen. Cerebos salt is up 15c per dozen, the price in bottles now being \$1.65 per dozen.

Cod, Olive Oil

Down; Sauce, Too

Montreal.

VARIOUS LINES.—Cod liver oil in bulk has declined in price. This is reduced 50c per gallon to \$4.25-\$4.50, according to quantity. Spanish olive oil is also lower 25c per gallon to \$6.75-\$7.00. New prices are effective for Lea and Perrin's sauces, the half pint size selling at \$4.60-\$4.75, and the larger at \$7.85 to \$8. The latter reduction is 75c per case. Kellogg's tasteless castor oil

is on the market at \$2.65 per dozen in 3 oz. bottles.

Sugar Steady;

Likely To Be

Montreal

SUGAR.—With fixed price and transportation little better than it has been for the past while, the market on refined sugar holds steadily. There is naturally a strong bid for business, but it is questionable if this would create any price-cutting even though the desire for business became more manifest. Jobbers are getting away with fair quantities each week and while the orders placed by grocers are confined within fair bounds, there is a frequency to their orders.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 35-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Canned Fruit

May Go Higher

Montreal

CANNED GOODS.—Gallon apples are said to be very scarce and these are selling up to \$5.25 per case of one dozen. There also is a demand for the smaller sizes and these are firming in price. In most canned fruits, prices are firming and it is very probable that increases will be made from time to time. Some have already readjusted prices on various fruits upward.

Canned vegetables are active. This condition will improve from this time forward, for the spring season usually brings a bigger demand from many different quarters. Export demand still exists and space is being secured for various orders already in hand.

Canned Fish—

Salmon—	
"Clover Leaf," ½-lb. flats	2 45 2 80
Sovereign, 1-lb. flats	4 62½ 2 30
Do., ½-lb. flats	4 80 2 30
1 lb. talls, cases 4 doz., per doz.	4 50 4 80
½ flats, cases 8 doz., per doz.	1 50 2 00
Chums, 1-lb. talls	2 05 2 17½
Do., ½s, flat	1 17½ 1 25
Pinks, 1-lb. flat	2 25 2 25
Pinks, 1-lb. talls	2 60 2 75
Pale, ½-lb., doz.	1 37½ 1 37½
Pale, 1 lb., doz.	2 37½ 2 37½
Pinks, ½-lb., doz.	1 62½ 1 62½
Cohoos, 1-lb. talls	3 75 3 75
Cohoos, 1-lb. flat	2 25 2 25
Cohoos, ½ lbs., flat	1 75 1 75
Herrings, kippers, dz. (4 dz. case)	2 25 2 25
Herrings (tomato sauce), doz.	2 25 2 50
Haddies (lunch) (½-lb.)	1 00 1 00
Haddies, chicken (canned), doz.	9 00 9 25
Red Springs, 1-lb. talls	4 00 4 00

Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	3 60
Pilchards, 1-lb. talls	1 90 2 00
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75 7 00
Norwegian sardines, per case of 100 (¼s)	22 00 20 00
Lobsters, ¼-lb., doz.	2 25
Do., ¼-lb. tins, doz.	3 60 3 75
Do., 1-lb. talls	6 90 7 00
Do., ¼-lb., doz.	6 00
Do., 1-lb. flats	7 00
Sardines (Amer. Norweg'n style)	14 50
Sardines (gen. Norwegian)	22 00
Sardines—Canadian brands (as to quality), case	7 00 16 50
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, dz., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25 2 50
Crabs, No. 1 (es 4 doz.)	6 75
Clams (river) (1 lb.), doz.	1 90

Canned Vegetables—

Asparagus (Amer.) mammoth green, doz.	4 00
Beans, Golden Wax	1 95 1 97½
Beans, Refugee	1 40 1 42½
Beets, new sliced, 2-lb.	2 05 2 35
Corn (2s)	1 45 1 75
Carrots (sliced), 2s	2 45
Corn (2½s)	7 50
Corn (on cob), gallons	3 00
Spinach, 3s	3 15
Spinach, California 2½s	10 00
Do. (wine gals.)	0 95 1 00
Tomatoes, 1s	1 35
Tomatoes, 2s	1 75 1 80
Tomatoes, 2½s	1 75 1 90
Tomatoes, 3s	6 00 7 02½
Tomatoes, gallons	1 35 1 47½
Peas, standards	1 87½ 1 60
Peas, early June	2 30 2 35
Peas, extra fine, 2s	1 57½ 1 57½
Do., fancy, 20 oz.	2 75
Potatoes, Can. sweet, 2½-lb. tins	1 35
Do., 2-lb. tins	2 75
Olives (in bls. 49 wine gals.), gal.	1 35
Specialties	Per gal.
Olive oil (pure), 1 gal. tins	7 50
Do., ¼ gal. tins	8 00
Do., 5 gal. tins	7 00
Tomato Paste, 100 tins (case)	32 00
Do., 200 tins (case)	33 00
Do., 12-10 lbs.	39 00
Salad oil (bbls. 50 gals.), gal.	2 50
Olives, Queen, gal.	1 45
Canned Fruits, Heavy Syrup—	
Apples, 2½s, doz.	1 40 1 65
Do., 3s, doz.	1 50 1 75
Do., gallons, doz.	4 75 5 25
Blueberries, 2s	1 90
Currants, black, 2s, doz.	4 00
Do., gallons, doz.	13 00
Cherries, red, pitted, doz.	2 90 3 20
Gooseberries, 2s, doz.	3 00
Do., 2s (pails)	2 77½ 2 80
Peaches, 20 oz., doz.	2 50
Do., No. 2	2 75 3 00
Do., 2½	3 25 3 75
Pears, 2s	2 50 2 80
Do., 2½s	3 25
Do., 2s (light syrup)	1 90
Pineapples (grated and sliced), 2s	3 60
Do., 2½s	4 50
Plums—Lombard	2 00
Gages, Green, 2s	2 40
Do. (light syrup, 2s)	2 00
Raspberries, 2s	4 00 4 20
Do., 2½s	2 60
Strawberry, 2s	3 97½ 4 20

Beans Said Not

So Plentiful

Montreal

BEANS.—The market is not so flush with supplies these days, and this is attributed to more or less local conditions of delivery. With a fairly active demand for the better grades, prices are showing no reduction.

Canadian, hand-picked, bush.	4 20 4 50
British Columbia	4 50 5 00
Brown Beans	3 50 4 00
Japanese	4 50
Yellow Eyes	6 50
Lima, per lb.	0 10 0 14
Kidney beans	6 00 6 50
Peas, white soup, per bushel	3 00 3 50
Peas, split, new crop (98 lbs.)	5 25
Peas (blue)	0 08 0 09

Barley (pot), per bag 98 lbs.	4 00
Barley, pearl, per bag 98 lbs.	5 00 5 50

Firmer Rice With An Advance Made

Montreal

RICE, TAPIOCA.—Some scarcity of best grades of rice is expressed, and there is a very good movement. Some supply of Siam grade was received the past week and is selling at \$8 per \$100 lbs. Pakling grade is also firming, and the market is now based at \$9, this being an advance of 30c per 100 pounds.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00 13 50
Siam, No. 2	8 00 8 50
Siam (fancy)	10 50 11 00
Rangoon "B"	8 50
Rangoon CC	8 10
Mandarin	10 00
Pakling	9 00
Tapioca, per lb. (seed)	0 11½
Tapioca (pearl)	0 11½
Tapioca (flake)	0 11

Filberts Higher;

Almonds Scarcer

Montreal

NUTS.—Market conditions are fairly normal, with supplies going out regularly to the trade, both in city and country. Shelled almonds are reported scarce and there is a fair demand for most kinds of nuts, and a good sale for peanuts in the shell, as well as for salted. Supplies are quite ample in the trade. Brazil nuts are received and are being quoted slightly down, while filberts are up.

Almonds, per lb.	0 26 0 28
Almonds (shelled)	0 50 0 53
Almonds (Jordan)	0 72
Brazil nuts (new)	0 21 0 23
Brazil nuts (med.)	0 15 0 17
Filberts (Sicily), per lb.	0 25 0 27
Filberts, Barcelona	0 21 0 25
Hickory nuts (large and small), lb.	0 10 0 15
Peanuts (roasted)—	
Extra large	0 19 0 20
Large	0 16 0 17
Medium	0 12½ 0 14
Shelled, No. 1 Spanish	0 15½ 0 16
Salted Spanish, per lb	0 21 0 22
Shelled, No. 1 Virginia	0 15 0 15½
Do., No. 2	0 14
Peanuts (salted)—	
Fancy wholes, per lb.	0 38
Fancy splits, per lb.	0 35
Pecans (new Jumbo), per lb.	0 28 0 32
Pecans, large, No. 2, polished	0 28 0 32
Pecans, New Orleans, No. 3	0 21 0 24
Pecans "paper shell," extra large	0 60
Jumbo	0 29 0 35
Walnuts (Grenoble)	0 14 0 16
Walnuts (new Naples)	0 72½ 0 80
Walnuts (shelled)	0 30 0 33
Walnuts (Spanish)	0 30

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Greek Currants, 18c;

Raisins Higher

Montreal

DRIED FRUITS.—Advances have been made in one quarter on seedless raisins of bleached and unbleached varieties, in bulk. Cartons are also up. Greek currants are down one cent to 18c for bulk stock.

Good demand on local account and continued enquiry from abroad for supplies keep the dried fruit market firm.

Apricots—

Choice	0 24 0 25
Slabs	0 22 0 23
Fancy	0 20 0 20
Apples (evaporated)	0 17 0 19
Peaches (fancy)	0 22 0 23
Faced	0 19

Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 22½	0 24
Drained Peels (old)—		
Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 ls. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	
Raisins—		
Bulk, 25-lb. boxes, lb.	0 17½	
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins		
Do., 5 cr.	2 25	
Muscata, loose, 3-crown, lb.		
Do., 4 cr.		
Muscata, loose, 2-crown		
Do., 6 cr.		
Choice seeded, 12 oz.	0 10½	
Fancy seeded, 16 oz. pkgs.	0 14	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. pkg.	0 11¾	0 12½
Do., 15 oz. pkg.	0 14	0 14½
Do., bleached, 15 oz. (choice)	0 15	
Do., (fancy)	0 16	
\$5.50; 4-crown cluster, \$6.50-\$8.75; 5		
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. bxs	0 16	0 20
Currents, old pack., 15 oz.	0 29	0 31
Currents, Greek (bulk)	0 18	
12 oz.	0 23	0 24
50-lb. boxes, loose	0 28	
Cartons	0 32	
18 oz. pkgs.	0 23	0 24
Pkgs. 8 oz. (20 pkgs.)	1 00	2 40
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscata, 4-crown, lb.	0 13	
30 lb. Ainslia	0 23	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkg.	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 00	
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	
Do., (28 8-oz. bxs)	3 50	
Do., (12 10-oz. bxs)	2 20	
Figs (cooking), 50-lb. boxes, lb.	0 16	
Prunes—		
California (25-lb. boxes)—		
30-40s	0 25	
40-50s	0 19	0 24
50-60s	0 22	
60-70s	0 20	
80-90s	0 16	
90-100s	0 14	
50-lb. boxes, 80-90s	0 14½	
80-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon, 30-40s	0 23	
50-60s	0 22	
60-70s	0 18½	
70-80s	0 17½	

Easy Position;

Spices Hold

Montreal

SPICES.—The market is not changed, quotably, but there is a fair amount of business at the prices prevailing. There are no firming tendencies, and while there are no changes of a definite nature, it is understood that some shading is being practised here and there.

Allspice	0 20	0 22
Cassia (pure)	0 35	0 40
Cinnamon—		
Rolls	0 35	
Pure ground	0 35	0 40
Cloves	0 65	
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)	0 30	
Wace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65

Do., ground	0 60	0 65
Pepper, black	0 40	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamon seed, per lb., bulk	2 00	
Carraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 55	
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded occoanut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Advance in Syrups; Molasses Holding

Montreal

SYRUPS, MOLASSES.—Corn syrup has been advanced in price for the regular and the white grades. This is in very definite accord with the tendencies pointed out in CANADIAN GROCER for the past two weeks. Constantly advancing grain markets have made this condition, the price of corn reaching very stiff levels. The new prices are given below and the changes indicate an advance of ½c per pound in barrels and large packages, while case goods show an advance of 30c per case.

Molasses is rather quiet, the price basis being unchanged.

Corn Syrup—

Barrels, about 700 lbs.	0 07½	
Half bbls.	0 07½	
Kegs	0 07½	
2-lb. tins, 2 doz. in case, case	4 85	
5-lb. tins, 1 doz. in case, case	5 45	
10-lb. tins, ½ doz. in case, case	5 15	
20-lb. tins, ¼ doz. in case, case	5 10	
2-gal. 25-lb. pails, each	2 30	
3-gal. 38½-lb. pails, each	3 45	
5-gal. 65-lb. pails, each	5 55	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 35	
5-lb. tins, 1 doz. in case, case	5 95	
10-lb. tins, ½ doz. in case, case	5 65	
20-lb. tins, ¼ doz. in case, case	5 60	

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per case	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	

Barbadoes Molasses—	Island of Montreal
Punchons	1 03
Barrels	1 06
Half barrels	1 08

More Maple Syrup

But Holds High

Montreal

MAPLE PRODUCTS, HONEY.—There has been a fair run of sap in some places, but in others this has been more limited. Prices are being shaded in some quarters, it is stated, but the makers are holding out for high prices, and there is not likely to be a great change until a complete survey of the market can be made.

Honey is steady and in fair demand, with prices unchanged.

Maple Syrup—		
13½-lb. tins (each)	\$2 00	\$2 10
10-lb. cans, 6 in case, per case	15 10	
5-lb. cans, 12 in case, per case	17 10	
2½-lb. cans, 24 in case, per case	18 60	
Maple Sugar (nominal), small lots	0 25	
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey—Buckwheat, tins or bbls.	0 22	

Coffee and Cocoa

Hold Unchanged

Montreal

COFFEE, COCOA.—Markets are held firmly on coffee and no changes were made this week in a quotable sense. Supplies are fairly well maintained, though few care to stock up heavily under the firm prices that have been reached. Cocoa is also steadily firm and there is considerable movement still of this commodity.

Coffee, Roasted—

Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37

Cocoa—

Much Tea Moves;

Basis Holds Well

Montreal

TEA.—Prices are maintained on all good teas, and while it is stated that some operators are very anxious to unload less costly grades, the movement is continued with little complaint of price-cutting. Jobbers report a much larger movement of teas to the retail trade and this applies to the city as well as to country orders. Little tea is being imported at this time, it is said.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55

Japan Teas—

Choice	0 55	0 70
Early Picking	0 58	0 58

Javas—

Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	11 20	

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Better Movement

Package Cereals

Montreal

CEREALS. — Buckwheat flour has been very quiet and a big decline of price has been registered by one jobber, the low basis being \$5.50. This is the only price change. A good movement of cereals, particularly those in packages, is being made here, and the trade is improved much over that of recent weeks. Rolled oats are steady and are moving out very well, while cornmeal is reasonably active also. The price of shredded wheat was quoted last week at \$4. This should have been made to read \$4.50 per case.

Self-raising Flour—

3-lb. pkgs., doz.	2 85	
5-lb. pkgs., doz.	5 60	
Cornmeal, Gold Dust	4 50	4 75
Barley, pearl	5 25	6 00
Barley, pot, 98 lbs.	4 00	
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00

(As to grade)

Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	6 00
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rollod oats, 90-lb. bags	4 00	4 25
Rollod oats (family pack.), case	5 60	

Rolled oats (small size), case	2 00
Rolled wheat (100-lb. bbls.).....	7 10 8 00
Porridge Wheat—	
Packages, 36 in case	6 00
Packages, 20 in case (family pack.)	5 80
Rye flour (Can.), 98 lbs. ..	5 75 6 05 6 25
Tapoca flour, lb.	0 15 0 16

Feeds Firmer;

Gluten up \$2.00

Montreal

FEEDS—The announcement that flour orders were to be distributed will help out the feed situation somewhat, for there was a real shortage of bran and shorts. These are still available in fair quantities and while there are no quotable changes this week, the trade are getting in some cases, it is said, \$48 per ton for shorts. Those anxious to get supplies are apparently willing to pay a premium if this will put a deal over.

Gluten feeds are advanced \$2 per ton, this being a reflection of the corn market.

Shorts—	
Mixed cars	44 25
Straight cars	46 50
Bran—	
Mixed cars	42 25
Straight cars	44 00 45 00
Crushed oats	54 00 60 00
Barley chop	50 00 58 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	54 00
F.O.B. Fort William	50 00

Flour Orders

Helping Millers

Montreal

FLOUR—While the millers would like to have received larger allotments of flour orders, they are fairly well pleased with the placing of the recent order for 750,000 barrels. This will help matters considerably and in addition to the increased activity in the mills, a much-needed improvement will be made possible in the supply of bran and shorts. It is reported that winter wheat flours are in demand on an improved scale.

Wheat Flours—	
Straight or mixed cars, 50,000 lbs. on track, per bbl. in (2) jute bags, 98 lbs.	11 00
Per bl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30

Good Hay, \$30.00;

Oats Are Holding

Montreal

HAY AND FEED—Scarcity of hay has been responsible for a stiff advance of price this week, number one grade going to \$30 per ton. Other grades have advanced too, and straw is up one dollar to \$11. There is still considerable fluctuation in the price basis for oats and barley, but the quotations of last week are in effect yet.

Hay, Straw, Grain (wholesale prices in car lots)—	
Good No. 1, per 2,000-lb. ton..	\$30 00
Do., No. 2	28 00
Do., No. 3	22 00
Straw	11 00

Oats—

No. 2 C.W. (34 lbs.)	0 86½
No. 3 C.W.	0 82½
Extra feed	0 82½

No. 1 feed	0 80
No. 2 feed	0 76½

Barley—

No. 3 Extra	1 21
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Note:—These prices are at elevator and bags and bagging are not included.

Strawberries, 20c;

Cocoanuts Are In

Montreal

FRUITS—Great activity is expected this week in fruit selling, and oranges, bananas, pineapples, strawberries and grapefruit will bulk large among the popular sellers. Apples, notwithstanding their already high price, continue to advance, and best Spies are selling at \$14 per barrel, while boxed apples are up again. Cocoanuts are on the market at \$7 per sack and pineapples at \$8, while strawberries are much freer and are quoted at 20c per box.

Apples—

	Per Barrel
Ben Davis	9 00
Baldwins	9 50
Baldwins, No. 1	9 00 10 00
Greenings	9 00 10 00
Spies	12 00 14 00
Russets	9 00 10 00
Kings, No. 1	9 00 10 00
Apples (in boxes)	5 50
Winesaps (box)	5 50
Rome Beauty	5 75
Newton Pippins	4 75
Bananas (fancy large), bunch..	5 50 6 00
Bananas, Florida	3 00
Cocoanuts, sack	7 00
Do., gal.	1 00 1 25
Grapefruit (fancy Porto Rico)..	4 50 4 25
Lemons (fancy new Malagas) ..	6 00
Lemons (California)	4 25
Pears, Cal., eating, small box ..	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50 5 00
Oranges, Florida	5 00
Oranges, Cal. navels, 126	6 00
Do., 150	6 25
Do., 176	6 50
Do., 200-216	6 50
Tangerines, half boxes	4 75
Blood oranges	4 50
Pineapples (24s to 36s)	8 00
Strawberries (box)	0 20

Cucumbers Down;

Celery, Spinach Up

Montreal

VEGETABLES. — Popular demand takes a big lot of lettuce, celery, cucumbers, radishes, etc., these days and the Easter demand will be large for these lines, though not so much so for coarse vegetables. Potatoes, due to the poor roads, are holding firm and are unchanged. Cauliflower is higher, as are also cabbage, celery, mushrooms, spinach and tomatoes. Cucumbers are in better and freer supply and the price has declined to \$2.50 per dozen.

Beans, new string (American)	
basket	9 00 10 00
Beets, bag	1 00
Brussels Sprouts (Amer.)	0 40
Cucumbers, Boston (doz.)	2 50
Chickory, doz.	3 00
Cauliflower (imported), doz.	5 50
Cabbage, bbl.	3 50 4 00
Cabbage, new, crate	4 00 5 00
Carrots, bag	2 00
Celery (Wash.), doz.	2 25
Celery, crates (3-4 doz.)	10 00
Egg plant	3 00 4 00
Horseradish, lb.	0 20
Lettuce (curly), box (3 doz.)	3 25
Do., (4 doz.)	4 25
Lettuce, Boston, box	4 25
Leeks	3 50
Mint	0 60
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	3 50
Onions, Can., bag (75 lbs.)	3 50
No. 1 Yellow (75 lbs.)	3 50
No. 1 Red (75 lbs.), crate	3 50
Red, 100 lbs., bag	5 00
Onions, Spring (Imported), doz..	0 40 0 50
Oyster Plant	1 00
Parsnips, bag	2 50
Parsley (Canadian)	0 75
Parsley (American)	2 00
Potatoes, Montreal (90-lb. bag)..	1 40
Potatoes (New Brunswick), bag.	1 50 1 75
Potatoes (sweet), hamper	3 50
Romane, doz.	3 00
Spinach, box	2 00
Spinach, bbls.	6 00
Turnips, per bag, Montreal	1 50
Turnips, Quebec	1 75
Tomatoes (hothouse), lb.	0 40
Tomatoes, crates (fancy)	7 00 8 00

ONTARIO MARKETS

TORONTO, April 15.—Higher prices on corn syrup and bulk corn starch have been named this week, following the continued strength of the grain market on corn. A reduction of 6c per pound in Napoleon tobacco, 7c per pound on Index, and 8c per pound on Crown has been named. Canned fruits are very scarce and high in price. Jams are enjoying a somewhat larger sale, due to high price of butter, it is indicated.

Sugar Sales

Slightly Better

Toronto.

SUGAR—Refiners report that sales are slightly better, manufacturers doing somewhat larger business, though the movement through retail channels appears rather curtailed yet. Prices show no change and general condition of market reveals little variation.

Atlantic, extra granulated	\$10 16
St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated..	10 16
Can. Sugar Refinery, extra granulated...	10 16
Dom. Sugar Refinery, extra granulated ..	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.	

barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Wash Powder

Down; Blue Up

Toronto.

WASH POWDER, BLUE. — Lower prices have been named in some quarters on Gold Dust Wash Powder, 100 small packages being quoted now at \$5.80 per case; 50 medium packages at \$4.80 and 24 large packages at \$5.70. A price of 24c. per lb. is being quoted on Reckitt's Blue, which it is indicated represents an advance. Jobbers report that they are getting better supplies of gelatine which has been difficult to secure in sufficient quantities.

Corn Syrups

Register Advance

Toronto.

MOLASSES, SYRUPS.—Higher prices have been named on corn syrups this week, following the continued strength of the grain markets. In bulk—barrels, half barrels and kegs—the advance is 1-2c per lb.; in packages or tins, 2 lbs., 5 lbs., 10 lbs., and 20 lbs. The advance is 30c per case. The situation as related to molasses is unchanged, there being a fair movement with prices holding.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 06 1/4
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 35
Cases, 5-lb. tins, white, 1 doz. in case	6 00
Cases, 10-lb. tins, white, 1/2 doz. in case	5 70
Cases, 2-lb. tins, yellow, 2 doz. in case	4 90
Cases, 5-lb. tins, yellow, 1 doz. in case	5 50
Cases, 10-lb. tins, yellow, 1/2 doz. in case	5 20

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/2c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00

Molasses—

Fancy, Barbadoes, barrels	1 05	1 10
Choice Barbadoes, barrels	0 95	1 00
West India, bbls., gal.	0 44	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30	
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20	
Tins, No. 2, baking grade, case 2 doz.	3 50	
Tins, No. 3, baking grade, case of 2 doz.	4 70	
Tins, No. 5, baking grade, case of 1 doz.	3 75	
Tins, No. 10, baking grade, case of 1/2 doz.	3 60	
West Indies, 1 1/2s, 48s	6 95	

Canned Fruits

Scarce; Jams Sell

Toronto.

CANNED GOODS.—Indications are that canned goods are becoming very scarce and higher in price. Jobbers report a much better movement of jams and attribute this in a measure to the high price of butter. Canned vegetables generally rule with a slightly firmer undertone.

Salmon—

Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.		3 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—

Beets, 2s.	1 90	2 30
Tomatoes, 2s	1 75	1 92 1/2
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.		2 35
Pumpkins, 2 1/2s	0 90	1 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35

Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.	3 40	3 90
Do., 4s, each		0 98
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 13 oz., doz.	3 90	4 25
Do., 4s, each	0 98	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Raisins Firm;

Dates Coming

Toronto.

DRIED FRUITS.—Firm prices are shown for raisins, some seeded are being bought for this market with stocks of seedless generally small. A further shipment of dates is expected towards the end of this week or first of next, prices remaining the same as for last purchases.

Apples, evaporated, Ontario	0 16 1/2	0 17
Apricots, unpitted	0 16 1/2	
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange		0 45 1/2
Citron	0 47	
Currents—		
Grecian, per lb.	0 26	0 28
Australians, re-cleaned, lb.		0 30
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case		7 00
Dromedary dates, 3 doz. in case		8 00
Figs—		
Taps, lb.		
Malaga, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 19
40-50s, per lb.		0 19
50-60s, per lb.	0 16 1/2	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 11 1/2	0 12 1/2
100-120s, per lb.	0 09 1/2	0 10 1/2
Peaches—		
Standard, 25-lb. box, peeled		0 24
Choice, 25-lb. box, peeled		0 25
Fancy, 25-lb. boxes		0 22
Practically peeled, 25-lb. boxes		0 22 1/2
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s		0 17
Seedless, 15 oz. packets		0 16
Seeded, fancy, 1-lb. packets	0 15 1/2	0 16
Seeded, 15 oz. packets		0 15
Seedless, Thompson's, bulk		0 16
Seedless, 16-oz. packets		0 16
Do., Bakers, Thompson's, 50s		0 16
1 Crown Muscatels, 25s		0 13

Tea Outlook

Shows Little Change

Toronto.

TEAS.—The outlook is really little different from that reported last week. There is a fair amount of business being passed and good teas are reported quite scarce. Prices are unchanged with market firm.

Pekoe Souchongs	0 46	0 48
Pekoes	0 43	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62

Java—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans		0 50
Second pickings	0 40	0 48
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Coffee Holds

At Firm Levels

Toronto.

COFFEE.—Firm prices have been generally maintained on coffee and no indication of any easing away has revealed itself. Stocks are none too heavy and demand quite satisfactory.

Coffee—

Java, Private Estate	\$.	\$0 48
Java, Old Government, lb.	0 45	0 48
Bogotas, lb.	0 42	0 45
Guatemala, lb.	0 42	0 44
Mexican	0 42	0 44
Maracaibo, lb.	0 39	0 41
Jamaica, lb.	0 36	0 38
Blue Mountain Jamaica		0 48
Mocha, lb.	0 44	0 46
Mocha, Arabian, lb.	0 46	0 48
Rio, lb.	0 30	0 32
Santos, lb.	0 37	0 38
Santos, Bourbon, lb.		0 38
Ceylon, Plantation, lb.	0 44	0 45
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Spices Show

Little of Interest

Toronto.

SPICES.—Trade runs along quietly through jobbing channels, no particular interest in any commodity being manifested. Prices are without quotable change, but there is still an easy undertone, due to a disposition in some quarters to make concessions with a view to moving stocks more quickly.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s		0 60
Mustard seed, whole	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric		0 30
Cream of Tartar—		
French, pure	0 80	0 85
American high test		
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50
8 oz. tins, doz.		0 75

Flour Outlook

Somewhat Better

Toronto.

FLOUR.—There seems to be a somewhat better tone in milling circles this week, not from actual business so far placed, but the feeling seems to be that improvement may be expected in volume of flour orders allotted from now forward.

FLOUR

Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in earload shipments, on track, bbl.	\$11 95

Mill Feeds

Situation Improves

Toronto.

MILL FEEDS.—The probability of better supplies of mill feeds depends on the question of whether larger flour orders are placed, and as these latter seem to be coming, the situation in regard to feeds is that much better. Supplies as yet are small.

	In carlots, track	
Bran, per ton	\$42 25	\$45 00
Shorts, per ton	44 25	47 00

Undertone to Cereal

Market Better

Toronto.

CEREALS.—There is evident a somewhat better feeling in regard to cereals generally. Rolled oats hold at unchanged figures, with the demand still confined to immediate requirements. Corn products are strong, and a fair amount of orders being handled.

	Single Bag Lot	F.o.b. Toronto
Barley, pearl, 98s	\$6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s		4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 25	5 40
Do., fancy yellow, 98s	4 75	5 00
Corn flour, white, 98s	4 60	4 85
Do., Government standard, 98s		4 25
Hominy grits, 98s		4 85
Hominy, pearl, 98s		4 60
Oatmeal, 98s		4 55
Oat Flour		4 50
Rollad Oats, 90s	4 25	4 50
Rollad wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.		8 00
Linseed Meal, 98s		6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s		5 50
Blue peas, lb.		0 10

Above prices give range of quotations to the retail trade.

Nut Markets

Maintain Strength

Toronto.

NUTS.—The undertone to the market remains firm with little new in the situation locally. Stocks here are by no means heavy but are considered ample for present requirements.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 19	0 20
Pecans, lb.		0 00
Cocconuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 18	0 20
Brazil nuts, lb.		
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to ea.	0 14	0 16
Brazil nuts, lb.		0 85

Firmer Undertone

Shown in Rices

Toronto.

RICES.—A firmer undertone has developed in the rice market, due largely to the inquiry for export and actual export business which has developed from the United States. There is no quotable change reported but outlook seems steadier.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00

Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.		8 75
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Pakling		10 00
Tapioca, per lb.	0 11½	0 12
White Sago	0 11½	0 12

More Activity

Noted in Beans

Toronto.

BEANS.—A better movement of beans to the trade is reported and sales are considered quite satisfactory. Prices are steady but without change.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$4 00
Do., hand-picked	4 25
Japanese Kotoshiki, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 11½ 0 12

Bulk Starch Up;

Packages Unchanged

Toronto.

PACKAGE GOODS.—Bulk corn starch has shown a slight advance this week, the stronger corn markets being responsible. No change has been made in the packages as yet. The other lines of package goods remain firm and unchanged.

PACKAGE GOODS		
Rollad Oats, 20s round, case		\$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s, case		4 00
Shredded Wheat, 36s, regular, case		4 50
Porridge wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
Wheat Flakes, 24s		5 20
Cornstarch, No. 1, lb., cartons		0 11
Do., No. 2, lb., cartons		0 09½
Laundry Starch, in 1-lb. cartons		0 11½
Do., Do., in 6-lb. tin canisters		0 12¾
Do., Do., in 6-lb. wood boxes		0 12¾
Potato Flour, in 1-lb. pkgs.		0 20

Honey Quiet; Some

Maple Syrup Offered

Toronto.

HONEY, MAPLE SYRUP.—Business in honey is small with the market ruling with a weak undertone. There is a little maple syrup coming but the amount is small and hardly a marketable factor as yet.

Honey—	
Clover—	
10-lb. tins	0 25
60-lb. tins	0 24
Buckwheat, 60-lb. tins, lb.	0 20
Comb. No. 1, fancy, doz.	3 75
Do., No. 2, doz.	3 00
Maple Syrup—	
8½-lb. tins, 10 to case, case	15 75
Wine qt. tins, 24 to case, case	14 00
Wine ½ gal. tins, 12 to case, case	14 00
Wine 1 gal. tins, 6 to case, case	13 00
Imperial 5 gal. cans, 1 to case	12 00
Maple Sugar—	
50 1-lb. blocks to case, lb.	0 27

No Tasmania Apples;

Grapefruit Firm

Toronto.

FRUITS.—Latest advices indicate that efforts to secure Tasmania apples for this market have proved of no avail owing to lack of shipping space. Wine-saps from coast are practically done for this market with prices on available stocks very high. The market on grapefruit is strong, there being no dependence placed on Cuban owing to irregularity of shipments and Porto Rico stock being too weak to come. Bananas are a little easier at primary points owing to freer supplies, but locally the market is unchanged as yet. Oranges are

unchanged. Valencias are now arriving and show very good color and quality. Lemons may show some further strength, depending largely on how balance of California crop turns out. Italian are very high and none offering on this market. Strawberries are not turning out overly well, the rains in producing centres affecting keeping qualities. This factor combined with Easter demand is tending to send prices up. The price for the season will largely depend on the quality of the crop.

Do., Winesaps, box	\$5 25	\$5 50	
Do., Spys, box	4 00	4 50	
Do., in barrels.	No. 1	No. 2	No. 3
Spys	12 00	11 00	
Bananas, per lb.			0 07½
Grapefruit—			
Florida, 54s			5 75
Do., 64s	6 25		6 50
Do., 70s			6 50
Do., 80s			7 50
Cuban, 46s, 54s	4 75		5 00
Do., 64s	5 50		5 75
Do., 70s, 80s	5 75		6 00
Oranges—			
California navels, 100s	5 00		5 25
Do., 126s	5 50		5 75
Do., 150s	6 00		6 50
Do., 176s			7 00
Do., 200s, 216s, 250s	7 00		7 50
Do., 288s			7 00
Lemons, Cal., 300s, case	4 25		4 75
Pineapples—			
Porto Rico, 24s, 30s, case			9 00
Do., 36s, case			8 50
Strawberries, pint, 24 to case	0 20		0 21

Cabbage High;

Potatoes Move Up

Toronto.

VEGETABLES.—Indications are that practically all old cabbage is done and new arrivals from the South seem somewhat late. Some California are expected next week. All signs now point to very high prices. Potatoes are again on the upward move, Ontario being quoted at \$1.75 early in the week, with \$2 mentioned as probable figure by Saturday. American buyers have resumed operations here and this with difficulty experienced by farmers in marketing owing to bad roads are bullish factors. Florida potatoes are being quoted here but reports on condition of crop are none too optimistic as regards yield and quality. Good quality old onions are selling very well at firm prices, figures quoted varying as to quality. No new onions are expected until Texas arrive along in May, and with Spanish and Egyptian not being offered, prices tend towards high levels and may well stay up. Some efforts were made to secure onions from Australia but prices are considered out of all reason.

Asparagus, Cal., 12 large bunches to case	\$9 00	\$9 50
Beets, bag		1 00
Cabbage, Cal., large crate		5 00
Do., California		4 00
Do., Florida, large crate		7 00
Cauliflower, Cal., standard case		6 75
Do., Oregon, large flat crate, 10 to 18 heads		5 50
Celery, Florida, 3s to 6s	8 00	9 00
Do., Do., 8s	7 00	8 50
Carrots, bag		1 25
Cucumbers, 2 doz. (imported)		6 00
Do., Do., domestic		5 00
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case		5 50
Do., leaf, doz.	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	2 75	2 85
Do., Do., 100-lb. bag		3 75
Do., green Shallots, doz.		1 00
Parsnips, bag		1 00
Peppers, green, doz.	1 00	1 25
Potatoes, Louisiana, hamper		3 50
Potatoes, Ontario, bag		1 75
Tomatoes, Florida, Fancy, case		7 50

Do., Do., choice, case..... 7 00

Some Lines**Tobacco Decline**

Toronto.

TOBACCO.—W. C. MacDonald Reg'd.

WINNIPEG MARKETS

WINNIPEG, April 16.—The general market conditions during the week indicate a very firm feeling in the majority of grocery products. While comparatively few advances have been noted, there is a firm tone that indicates such a possibility.

Soap Market**Holds Very Firm**

Winnipeg.

SOAP.—The soap market is very strong with no indication of lower prices. Glycerine, for which big prices were obtained during the war is now unsaleable even at low prices, and this adds to the cost of manufactured soap. There is no prospect of these conditions being materially altered for some time.

Heavy Demand Likely**For Fruit Jars**

Winnipeg.

FRUIT JARS.—With the prospect of ample sugar supplies this year, and with the Government urging an increase of food supplies, the number of fruit jars required this year will likely be greatly in excess of last year. Manufacturers advise that a jar shortage in certain districts can be avoided this year if retailers make full preparation now.

Jams Cleaning Up;**Higher Price Likely**

Winnipeg.

JAMS.—Raspberry and strawberry jams are reported to be pretty well cleaned up on the primary market and higher prices may be looked for on all lines before the next season's fruit is on the market. A large proportion of the British Columbia strawberry crop has been contracted for by jam manufacturers, the price being no less than 16c per pound. This price would seem to form the basis for prices in the coming season and eliminates much likelihood of lower opening prices.

Dried Fruits**Probably Scarce**

Winnipeg.

DRIED FRUITS.—The primary market on dried fruits is bare. Spot stocks of prunes have been cleaned up, due to export demand and the shortage of available supplies. Retailers should get stocks of dried fruits in hand as early as possible as there will undoubtedly be a scarcity before the new crop comes in the fall. Australian currants are ready for shipment though prices have not been quoted as yet. Present prices on all lines of dried fruits do not reflect the condition of the primary market and changes may therefore be expected shortly. There are no raisins to be had in California and the outlook for early fall

announce a further reduction in three lines of their tobaccos, the lines affected being Napoleon, which declines 6c per pound; Index, which drops 7c per pound, and Crown, which is down 8c per pound.

shipment of freshly-seeded stock is very discouraging.

Prunes—		
40-50s, 25-lb. boxes, per lb.	0 21	
50-60s, 25-lb. boxes, per lb.	0 18½	
60-70s, 25-lb. boxes, per lb.	0 17½	
70-80s, 10-lb. boxes, per lb.	0 17½	
80-90s, 25-lb. boxes, per lb.	0 15½	
70-80s, 25-lb. boxes, per lb.	0 16½	
Pears, choice, 10-lb. boxes, faced,		
lb.	0 20	
Evaporated Apples, Ontario, 50s..	0 16½	
Peaches, choice, 25-lb. boxes	0 20½	
Apricots, choice, 25-lb. boxes	0 20½	
Do., standard, 25-lb. boxes	0 24	
Raisins—		
Muscatels—		
1 Crown, 25-lb. boxes	0 12½	
Seeded—Bulk, 25-lb. boxes	0 12½	

Increased Demand**For Canned Goods**

Winnipeg.

CANNED GOODS.—The demand for canned fruits is increasing as the stocks of home-preserved fruits are running low. Cannery state that present stocks of canned fruit will not last until the new pack comes in, especially in view of the increasing export demand. In the United States stocks are cleaned up and this situation may prevail in Canada shortly should the present export demand continue.

Corn—		
2s		\$4 45
Peas—		
Standard, 24 x 2's ..	3 25	
Tomatoes—		
2½s, Can.	3 80	3 95
Peaches—		
Heavy Syrup, 24 x 2s	5 80	
Pears—		
Light syrup, 24 x 2s	3 90	
Plums—		
Lombard, light syrup, 24 x 2s	3 70	
Lombard, heavy syrup, 24 x 2's	3 80	
Strawberries—		
2s	8 15	
Salmon—		
Chums, 48 x 1-lb. talls	8 40	
Pinks, 48 x 1-lb. talls	9 75	
Cohoos, 48 x 1-lb. talls	13 75	
Sockeye, 48 x 1-lb. talls	16 25	
Pinks, 48 x 1-lb.	9 85	
Sardines—		
100 x ¼s	7 05	

Coffee Market**in Firm Position**

Winnipeg.

COFFEE.—The coffee market continues to show strength as noted last week, as compared with the weakness demonstrated in previous weeks. Prices this week are unchanged, with nothing evident to warrant any decline from the present firmness.

Green Coffee—

Rio, No. 7	0 22	0 23
Santos, fine old crop ..	0 29	0 31
Roubrun ..	0 29	
Mexican ..	0 34	
Bogota A ..	0 34	
Costa Rica ..	0 38	

Tea Prices Firm**No Declines Likely**

Winnipeg.

TEA.—This market continues very firm and there is nothing to warrant a decline. Any possible change would be in an upward direction.

Black, Bulk—

Broken Pekoe, chests, lb.	0 43
Do., Orange Pekoe, chests, lb.	0 46
Less than chests, one cent per pound more.	
Choice broken Pekoe, black, 30	
x 3-lb. wooden boxes, lb.	0 50

Rice Situation**Very Uncertain**

Winnipeg.

RICE.—A serious shortage of rice is said to exist in the Far East, with the result that Japan has been forced to introduce "riceless" days. Crop prospects in Indo-China are said to be very doubtful. In Canada the situation is governed largely by supplies on hand at the coast mills and in jobbers' hands, and it is more or less uncertain. Good quality rice is being rapidly cleaned up and importers are keeping their buying down to a minimum. High prices on rice are forecast by those in touch with the Canadian situation.

Rice—

Extra fancy, Japan, 100-lb. bags	0 13½
Fancy Japan, 100-lb. bags	0 12½
Siam, 100-lb. bags	0 08½
Tapioca, lb.	0 12½
Sago, lb., in sacks	0 10½
Less quantities	0 10½

Bean Demand Good;**No Declines Likely**

Winnipeg.

BEANS.—The bean market continues to show firmness. Prices are unchanged this week though higher prices may be looked for when the consumption increases. No decline from the present firmness is anticipated. Present quotations: Beans, fancy white, \$4.35 bushel.

No Declines Likely**in Mill Feeds**

Winnipeg.

FLOUR, FEEDS, CEREALS.—Western mills will be running for about ten days only from present prospects. An official at Ottawa has made the statement that feed prices will drop shortly. Local millers report that at present there is no indication to warrant any decline. A slight increase has been made in price of cornmeal in 98's.

Government Standard Flour—	
Cash carload prices	\$10 40
To flour and feed men	10 40
To bakers	10 20
To storekeepers paying cash or	
30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80s	3 50
Rolled oats, vks., family size ..	5 65
Cornmeal, 98s	4 60
Oatmeal, 98s	4 75
Feeds—	
Bran, per ton	39 00
Shorts, per ton	43 00
Bran, B.C. and Vancouver Isld.	45 00
Shorts, B.C. and Vancouver Isld.	49 00
Barley—	
Pearl, Ontario, 98-lb. bags,	
per bag	6 30
Pot, 98-lb. bag, per bag	4 35

Continued on page 45

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 15.—There has been a sharp advance in dried fruit lines of late. Sixty seventy prunes are selling at \$17.50. Choice peaches, \$29.50. Choice apricots, \$27.50. California oranges are quoted \$7.25. Florida grapefruit, \$10.50, and California, \$4.50. Bananas, 9 cents a pound. Boxed apples, \$4.25 to \$4.75. Corn syrup, 50c case. Cars of fruit jars are arriving. The first shipment Old Country cocoa arrived today from Bournville. Local rhubarb sells at \$1.10 per dozen one pound bunches. Local radishes, 55c per dozen bunches. Local green onions, 30c. Spinach five half per pound. Japanese marmalade oranges are a glut on the market, having arrived too late and demand very light.

BRITISH COLUMBIA:

Sugar, granulated	\$10 05
Do., yellow	9 40
Do., icing	10 45
Roller oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 40
49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 06
Do., pearl	0 06 1/2
Beans, lima, Manchurian, 100s	0 12
Do., lima, California	0 12 1/2
Do., white, 100s	0 07 1/2
Do., Kotenashi, 100s	0 07
Rice, Siam, No. 1, per ton	160 00
Do., No. 2, per ton	170 00
Do., China, No. 1, per 40 mats	140 00
Do., No. 2, per 40 mats	210 00
Do., California	210 00
Tapioca, 140s	0 10
Sago, 140s	0 10
Canned tomatoes, 2 1/2s, doz.	2 00
Do., peas, stand., 2s, doz.	1 75
Do., early June, 2s, doz.	1 90
Do., corn, 2s, doz.	2 35
Do., beans, green, doz.	2 25
Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2 1/2s, doz.	3 50
Do., plums, 2s, doz.	2 10
Do., p. apple, 2s, doz.	3 25
Do., p. pink, 2 1/2s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	9 50
Do., chums	9 50
Do., pilchards	7 50
Dried Fruits—	
Choice peaches, 25s	0 29 1/2
Do., apricots	0 27 1/2
Do., apples	0 21
Prunes, 60-70	0 17 1/2
Oranges, run, per case	7 25
Grapefruit, Florida	10 50
Grapefruit, California	4 50
Grapefruit, California	3 75
Bananas, lb.	0 09
Apples, New Newtons, per box	4 25
Do., Winesaps, per box	4 25

PRODUCE

Dressed hogs	0 25	0 28 1/2
Breakfast bacon, medium		0 49 1/2
Lemons, per case	5 00	5 50
Hams, medium		0 40
Pure lard, tierce basis		0 33 1/2
Do., compound		0 25
Butter, New Zealand prints		0 64
Do., Alberta Cr., prints		0 64
Margarine, prints		0 34 1/2
Eggs, fresh		
Do., storage		
Cheese, large		0 32
Do., twins		0 32
Potatoes, Lillooet, per ton		36 00
Fish—		
Frozen Halibut, per lb.	0 15	0 17
Salmon, Qualla, per lb.		0 10
Salmon, Cohoe, per lb.		0 16

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 15.—Corn syrups are up 30 cents case. One brand of molasses is higher this week, while another brand is slightly lower. Lobster quarters are quoted at \$2.40 to \$2.75; halves, \$3.75 to \$4.00. Number one creamery butter is now 59c and very scarce. Lard again advanced, threes, \$9.50. The local market is bare of Ontario cheese. New laid eggs, \$12.50. Back bacon and cooked hams are up one cent. Second car Louisiana strawberries is due to-morrow and is quoted \$7.00 crate. Evaporated peaches, \$23.00. Choice raisins climbing steadily.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Roller oats, 80s	3 65	3 75
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 80
Do., No. 2		4 10
Tapioca, lb.	0 11	0 12 1/2
Sago, lb.	0 11	0 12 1/2
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 31	0 32
Butter, creamery, lb.		0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		19 50
Eggs, new-laid, local		12 50
Tomatoes, 2 1/2s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.		0 18
25s, lb.	0 18	0 18 1/2
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 25
Prunes, 90-100s		0 16 1/2
Do., 60-70s		
Do., 40-50s		0 21
Salmon, pink, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	16 50	16 75
Do., halves	18 00	18 50
Potatoes, per ton	30 00	32 00
Oranges, navels	6 00	7 75
Lemons, case	6 00	6 50
Grapefruit	7 50	8 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 15.—The notable feature of the market this week is firm tendency of all produce prices. Creamery butter advanced to sixty cents, where it remains. There is heavy demand for export. Eggs, despite opening up of spring, have gone from 38 to 40 cents per dozen. There is no immediate prospect of lower milk prices. Strawberries arrived on the market this week and are commanding 30 cents pint. Rhubarb, green onions, and other fresh vegetables from Washington have also made their appearance. Staple lines of groceries are unchanged.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12 1/2
Roller oats, boils	3 65
Rice, Siam, cwt.	7 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 60
Lard, pure, 3s, per case	19 35
Bacon, lb.	0 47
Eggs, new-laid	0 38
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18 1/2
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Grapefruit	7 50
California oranges	6 50
Pineapples	5 75
Lemons	8 00

New Brunswick Markets


FROM ST. JOHN, BY WIRE.

St. John, N.B., April 15.—Butter still continues to advance. Creamery is now quoted at 65c, dairy butter at 60c, tub 55c to 60c. Lard is higher, pure, 32c; compound, 28 1/2c case. Eggs easier and are selling at 40c. Breakfast bacon is quoted at 38c to 40c. Lemons are lower and are quoted at \$6.00. Oranges, \$6.00 to \$7.50. Grapefruit, \$6.00. Bananas, 10c. Apples, \$5.50 to \$5.75.

ST. JOHN, N.B.:

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 60
Rice, Siam, per 100	8 75
Molasses	0 88

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PRODUCE AND PROVISIONS

Manitoba Passes Bill to Regulate Produce Trade

Produce Merchant Must Be Bonded, and Pay a Yearly License Fee—Must Make Weekly Returns of All Produce Shipments Consigned to Him For Sale

THE Provincial Legislature of Manitoba, at its present session, considered an act known as "An Act for the Regulation and Licensing of Produce Dealers." This bill was assented to on March 15, and becomes effective 60 days later, or on May 13, 1919.

The principal clauses of the bill are as follows:

Terms of the Bill

Any person desiring to carry on the business of a produce dealer in Manitoba shall make application in writing to the Minister for a license under this Act, stating the locality or address where he intends to carry on such business.

Where the application is approved the applicant to carry on the business of three thousand dollars to His Majesty with sufficient surety or sureties conditioned as set forth in schedule B to this Act or to the like effect.

The Minister may at any time require such additional bond to be given as he deems necessary.

Upon the execution of such bond to the satisfaction of the Minister and upon payment of the license fee of ten dollars the Minister shall issue a license to the applicant to carry on the business of produce dealer until the expiration of the current license year.

No person shall act or engage in business within Manitoba as a produce dealer without having a valid and subsisting license from the Minister and otherwise complying with the provisions of this Act.

Every license issued under this Act shall expire on the thirty-first day of March following the date when same is granted and shall be renewable from year to year on payment of a fee of \$10 and on compliance with all the provisions of this Act.

Whenever a consignment of produce is received by a produce dealer, he shall immediately give same a special number and shall immediately open a special account in his books covering same.

Whenever any produce dealer sells all or a portion of any produce consigned to him to be sold on account or on

commission he shall render a true statement in writing to the consignor within seven days of such sale showing—

- (a) What portion of the consignment has been sold;
- (b) the price received therefor;
- (c) the date when sale was made.

Whenever any produce dealer buys any produce consigned to him he shall render a true statement in writing to the vendor within seven days of the receipt by him of said produce, showing the date of receipt and the quantities and kinds of produce received.

Whenever any consignor who has sold or consigned produce to a produce dealer to be sold on account or on commission, after having made demand therefor, receives no remittance or report of sale, or if in any case after report is made the vendor or consignor is dissatisfied with the report, he may make a complaint in writing certified by affidavit or statutory declaration to the Minister, who shall thereupon cause investigation of the same.

The Minister may compel the produce dealer to produce his books and records and other memoranda, and give all information in his possession regarding the matter of such complaint, including the names of persons to whom the produce was sold if a sale thereof has been made.

Immediately after the investigation the Minister shall render to the complainant a written report of the investigation, which shall be prima-facie evidence of the matter therein contained.

If at any time the Minister ascertains that it is in the public interest that any license under this Act should be suspended or revoked, he may so recommend to the Lieutenant-Governor-in-Council, who may suspend or revoke such license. While said license is suspended or revoked the person named in said license shall in all respects be deemed not to be the holder of a license under this Act, and he shall in addition be liable to all the penalties and punishments provided by this Act.

Every person guilty of an infraction of, or failing to comply with the requirements of this Act or of any rule or regulation made under this Act, shall upon summary conviction, in addition to any other punishment provided by law, be liable to a penalty of not more than one thousand dollars and to imprisonment for not more than one year.

Retail Merchants Favor Margarine

Resolutions From All Parts of Canada Show That Merchants Favor Continuance of Sale of Margarine

The grocers' section of the Ottawa branch of the Retail Merchants' Association had a meeting recently to consider the question of oleomargarine, and passed a resolution favoring its admission. The Dominion Board of the Association has issued a memorandum on the matter, containing opinion received from the retail grocers in the different provinces of Canada on the matter. The memorandum is as follows:

RESOLUTION FOR PROVINCIAL BRANCHES R.M.A.

British Columbia:

The retail grocers of British Columbia emphatically protest against the proposal to prohibit the manufacture or importation of oleomargarine. They say that butter is selling there at seventy cents per pound, and that the exportation of butter has increased the price to the consumers by fif-

teen cents a pound, and the Retail Merchants' Association of Canada must do all they can to protect the public.

Alberta:

There is not much oleomargarine used in this Province, but they are in favor of its importation and manufacture in Canada.

Saskatchewan:

Very little oleomargarine is used in this Province, but the retail grocers do not favor the prohibition of oleomargarine.

Manitoba:

The retail grocers in Manitoba are unanimously in favor of allowing the manufacture and importation of oleomargarine.

Ontario:

Out of eleven thousand circulars sent out to the retail grocery trade requesting an expression of opinion, 10,962 want the Government to allow oleomargarine to be imported, manufactured and sold in Canada.

Quebec:

The retail grocery trade is strongly in

favor of allowing oleomargarine to be manufactured and sold in Canada.

New Brunswick:

The retail grocers in this Province unanimously support the view that oleomargarine should be manufactured and imported in Canada.

Nova Scotia:

The retail grocers strongly oppose any attempt by the Government to interfere with the manufacture and sale of oleomargarine in Canada.

Prince Edward Island:

Very little oleomargarine is sold in this Province, but they are opposed to any unnecessary restrictions on trade.

In a conversation which the representative of the GROCER had with Hon. Mr. Crerar, Minister of Agriculture, he expressed the opinion that the legislation would be re-enacted.

The R. M. A. is favoring the bill introduced in the House to have Thanksgiving Day and Peace Day on the second Monday in November.

PROTEST AGAINST SLAUGHTERING OF CALVES

Investigation into charges of undue slaughtering of calves in Essex County and throughout the province is being conducted by the Border Cities Retail Merchants' Association comprising Ford, Walkerville, Sandwich, Windsor and Ojibway.

Fear of a beef shortage, and a consequent heavy increase in cost is the impelling motive.

A special committee appointed some time ago to conduct an inquiry into the situation has reported the allegations based on fact, with the result that Secretary T. C. Ray is now in communication with the livestock department at Ottawa ascertaining accurate data relative to the number of cattle in the province at the present time as compared with the time immediately before the outbreak of war.

ASK GOVERNMENT AID TO SELL FROZEN BEEF

Ottawa.—A delegation from the frozen meat industry, particularly from the West, have been interviewing the Government with a view to securing markets for the forty million pounds of frozen beef stored in Canada. Stocks in Great Britain are very large, owing to accumulations made on the expectation that the war would continue. It is probable that Trade Commissioner H. B. Thomson will go to Europe shortly to see if anything can be done to handle this and other matters of a pressing character.

MAY ESTABLISH CANADIAN FACTORY

J. R. Crosher, head of the firm of Tuxford & Nephews, Melton Mowbray, England, was in Montreal last week conferring with their Canadian agent for Eastern Canada, A. Charles Chapman, relative to establishing a branch factory in Canada. This firm makes English Stilton cheese and the possibilities of development in Canada were discussed.

The Tuxford & Nephews Company also make a line of pies, plum puddings and preserved meats, having purchased the

business of Tebbutt & Co., of Melton Mowbray, some time ago. If established, it is understood that the Canadian factory would make cheese of the special variety this firm makes in England, and other lines might be added. Mr. Crosher left for Toronto and other Western points the first of the week, and will return by way of New York.

MAY BE EXPORTED WITHOUT LICENSE

The following goods of interest to the grocery trade can now be exported from the United Kingdom without any license or guarantee: Brushes of all kinds, earthenware, flower seeds, except seeds of oil-bearing plants, glassware, mineral waters (unsweetened), essential oils, peel of citrus fruits in brine, salt and table salt, tobacco pipes, toilet preparations, including soap, truffles (fresh or preserved), and wine of all kinds.

INDIA'S SUGAR PRODUCTION INCREASES

British India's sugar cane acreage is from 6 to 10 per cent. larger, according to the second official crop estimate for 1917-18. This forecast is based on reports furnished by provinces that contain 99 per cent. of the sugar area of India, and these reports indicate an acreage for the crop of 2,565,000, as against an estimated 2,340,000 acres at the corresponding date a year ago, an increase of 10 per cent. As compared with the final estimate (2,414,000 acres) for 1916-17, the present estimate shows an increase of 6 per cent.

The Indian "Trade Journal" states that, while the crop was affected to a certain extent by heavy rain and floods in low-lying areas in parts of the united provinces, the Punjab and Bengal, and by disease and insect pests in some of the eastern districts of the United provinces, the prospects of the crop, on the whole, are good.

BRITISH GOVERNMENT SAID TO HAVE BOUGHT MOST SEEDLESS RAISINS

It is stated that the British Government has bought very heavily of California seedless raisins, and as a consequence prices therefore have advanced one cent. It is probable that this advance will be followed by an increase of price by the wholesalers and the market, in any case is considered firm.

In a general way the dried fruit markets are firm and well maintained, and evaporated apples, having been purchased to the extent, it is said, of 2,000,000 pounds, there is every likelihood of prices for these being firm.

JAPANESE FISHING INTERESTS ENTER B. C. MARKET

Vancouver, B.C., March 11 (Special).—It has been reported here that shortly Japanese interests will start shipping frozen halibut from Japan to Canada. It is said that halibut can be bought there for twenty-five cents a head. While this may be somewhat exaggerated, it will serve to show the way the Japanese

are going after business on the coast here.

THE RETAILER'S BEST ASSET

Writing to CANADIAN GROCER recently, W. B. Cort, Dauphin, Man., who had discontinued his subscription, said:

"As I am interested in the CANADIAN GROCER, I feel it only right to myself and to you to explain why I have discontinued taking your paper.

"It is not because CANADIAN GROCER has become uninteresting. Far be it from that. CANADIAN GROCER has made me too much money for me to say that. If CANADIAN GROCER'S subscription were \$15.00 per annum or even more I would still be a subscriber, as I consider it is one of the grocer's best assets. At least I have found it so. I can therefore thoroughly recommend same to any retailer whether in business for himself or otherwise. It is a paper worth reading. My reason for discontinuing is simply because I am discontinuing business for about twelve months. Immediately upon my going into business again my subscription will be renewed."

BRITAIN TO TAX FOREIGN FOODS

The British Government has decided to tax food, the "Nation" asserts, and it proposes, the journal declares, to give preference on articles which now pay customs duties, provided they are either produced or manufactured in British possessions.

This implies, says the "Nation," that the Government means to tax foreign sugar, coffee, raisins and dried fruits.

REGINA MERCHANTS ASK FOR EARLY CLOSING

At a meeting of the Regina retail merchants, a vote was taken on the question of closing at six o'clock on Saturday evenings and the decision in favor of the move was unanimous. Committees were appointed to circulate petitions in all trades and an effort will be made to have a by-law passed which will make this hour general. Regina wholesalers and retailers have completed an important agreement by which in future the hotels from now on must buy from retailers only. The Provincial Retail Merchants' Association convention will be held in Regina on May 13, 14 and 15, and steps are being taken to provide something in the nature of a merchandising course, lectures and training for the use of merchants and their associates.

Gottesman & Gordon, groceries and meats, Welland, have dissolved partnership, Mr. Gottesman continuing.

A new grocery store will be opened at 412 Montreal street, corner Stephen street, on Tuesday next, under the proprietorship of J. Rose.

Nap. Morrisette, who has been in the retail business in Montreal for the past 18 years, is opening an office as a manufacturers' agent on May 1 at 18 Jacques Square.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 15.—Higher prices have been named on lard, quotations going up ½c per pound. A general advance of 1c per pound in all lines of poultry has been made. Smoked hams are higher, and roast hams have moved up. Eggs are active. Butter is still higher. Fish are in good supply and selling freely.

Hogs and Beef Holding Firm

FRESH MEATS.—The market is supplied with but limited quantities of cattle and hogs, and these are quickly picked up. This means that prices are fully maintained, for there are many buyers and these are willing to pay full prices. Changes for the week are confined to a narrowing of the range of prices for calves and a widening of that for lambs and sheep.

Hogs, Dressed—

Abattoir killed, small	\$28 50	\$29 00
Sows	27 50	28 00
Hogs (country dressed)	27 00	27 50
Hogs, live	20 50	21 00

Fresh Pork—

Leg of pork	0 36
Leg of pork (trimmed)	0 37
Loins	0 38
Tenderloin, lb.	0 46
Spare ribs	0 24
Trimmed shoulders	0 27

Fresh Beef—

(Steers and Heifers)		(Cows)	
\$0 29½	\$0 33	Hind quarters	\$0 25½
0 19½	0 22	Front quarters	0 15½
0 41½	0 41½	Loins	0 38½
0 31½	0 31½	Ribs	0 28½
0 16½	0 18	Chucks	0 15½
0 24½	0 25½	Hips	0 23½
Calves (as to grade)	0 17½		0 22
Lambs—fresh killed	0 32		0 37
Sheep	0 20		0 26

Smoked Hams Are Moved Higher

CURED MEATS.—It has not taken long for the higher prices obtaining for pork to make their effect very noticeable and definite on smoked hams. These have advanced this week from 2 to 3 cents per pound. The demand is good and will be this week, prior to Easter.

Cured Meats—

Hams—	
Medium, smoked, per lb.—	
(Weights) 8-12	\$0 40
12-16	0 38
16-20	0 37
20-35	0 35

Backs—

Plain	0 43	0 44
Boneless, per lb.	0 46	0 47

Bacon—

Breakfast, per lb. (as to qual.)	0 40	0 45
Roll, per lb.	0 32½	0 33½

Dry Salt Meats—

Long clear bacon, ton lots	0 25	0 26
Long clear bacon, small lots	0 26	0 27
Fat backs, lb.	0 30	

Barrel Pork—

Canadian short cut (bbl.)	55 00
Clear fat backs (bbl.) (40-50 pieces)	69 00
Do. (30-40 pieces)	59 50
Short cut clear pork (bbl.)	53 00
Heavy mess pork (bbl.)	43 00
Bean pork (bbl.)	43 00

Higher Price on Roast Hams

COOKED MEATS.—Roast ham is up to 53c per pound this week. This is the only price change. For the most part prices are firm.

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 44
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 53
Hams, cooked	0 50
Shoulders, roast	0 44
Shoulders, boiled	0 44

Lard Moves Up Half a Cent

LARD.—Prices have scored another advance, this time half a cent per pound. The undertone is firm and the demand good.

Lard, pure—

Tierces, 400 lbs., per lb.	0 31
Tubs, 50 lbs., per lb.	0 31½
Pails, 20 lbs., per lb.	0 31½
Bricks, 1 lb., per lb.	0 32½

Shortening Steady; Shows No Change

SHORTENING.—Although shortening usually follows the lead of lard in the matter of price, no change has been made this week and prices hold steady. There is a satisfactory business and ample supplies.

Tierces, 400 lbs., per lb.	0 26	0 26½
Tubs, 50 lbs., per lb.	0 26½	0 26¾
Pails, 20 lbs., per lb.	0 26½	0 27
Bricks, 1 lb., per lb.	0 27½	0 28½

Margarine Steady; In Better Demand

MARGARINE.—Demand continues to be very fair for this line, butter prices being so high. There are ample stocks and prices hold with little change, excepting that the spread has narrowed somewhat.

Margarine—

Prints, according to quality, lb.	0 34	0 36
Tubs, according to quality, lb.	0 32	

Butter is Higher And Very Active

BUTTER.—With supplies continually limited in view of the insistent great demand, butter has scored another advance and is selling at 65c per pound in prints and at 65c in solids.

Butter—

Creamery prints	0 65
Creamery solids	0 64
Dairy prints, choice	0 48
Dairy, in tubs, choice	0 47

Cheese Active; Price Maintained

CHEESE.—The market shows considerable activity with price being firmly maintained at following levels:

Large, per lb.	\$0 28½	\$0 29
Twins, per lb.	0 30	0 30
Triplets, per lb.	0 30	0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.	0 30	0 30

Eggs Show Firm Undertone

EGGS.—A very firm undertone to the egg markets is noted this week, with a little wider range of prices in evidence. The demand is good and receipts ample.

Eggs—

New-laid	\$0 48	\$0 49
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General Move Upward in Poultry

POULTRY.—A general revision upward is shown on poultry, the advance being 1c per pound all around. Live poultry is in good demand and export business on storage stocks awaits shipping space.

Chickens, roast (3-5 lbs.)	0 36	0 39
Chickens, roast (milk fed)	0 41	0 44
Broilers (3-4 lb. pr.)	0 41	0 46
Brome Lake	0 47	0 48
Young Domestic	0 40	0 41
Turkeys (old toms), lb.	0 47	
Turkeys (young)	0 47	
Geese	0 29	0 31
Old fowls		
Large	0 35	
Small	0 31	

Mackerel, Cod Down ½c; Active

FISH.—Prices on mackerel and cod are down ½c per pound in some quarters this week. Sales are good and supplies are coming along in ample quantities.

FRESH FISH

Haddock	0 07½	0 08
Halibut, Eastern	0 24	0 25
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns		0 40
Live lobsters		0 40

FROZEN FISH

Halibut, large and chicken	0 20	0 21
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 14	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06	0 07½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.		6 00
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel.	17 00	

Pollock, No. 1, 200 lb. barrel.....	15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20
Codfish (boneless) (24 1-lb. cartons)	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18
Boneless cod (2-lb.)	0 23
Shredded codfish (12-lb. box) ..	2 50
Dried codfish (100-lb. bbl.)	20 00
PICKLED FISH	
Herrings (Scotch cured), barrel ..	12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.) ..	26 00
Salmon, B.C. (200 lbs.)	25 00
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00

Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	\$14 00
Batouche, per barrel	15 00
Sealions, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	6 50
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	8 40

SUNDRIES

Paper Oyster Pails, 1/4 per 100.....	1 75
Crushed Oysters Shell, 100-lbs.....	\$1 60
Paper Oyster Pails, 1/4-lb. per 100....	2 25

ONTARIO MARKETS

TORONTO, April 15.—Buyers have named a lower price on hogs, though whether they will be able to maintain it is still a question. Butter is higher again this week, and eggs have advanced another cent. Cheese is firm, with better supplies new cheese coming.

Lower Hog Prices Named; Lambs High

Toronto.

FRESH MEATS.—Buyers named prices, showing a 50c decline in live hogs early this week, though whether they will be able to maintain this figure is still a question. Fresh cuts of pork and beef show little change though some have advanced slightly. Fresh killed light lambs are very high in price and none too many being offered.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt....	\$27 00	
Live, off cars, per cwt.	20 75	
Live, fed and watered, per cwt.	20 50	
Live, f.o.b., per cwt.	19 75	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 31	0 34
Loins of pork, lb.	0 38	0 40
Tenderloins, lb.	0 47	0 50
Spare ribs, lb.	0 20	
Picnics, lb.	0 26	
New York shoulders, lb.	0 28	
Montreal shoulders, lb.	0 29	
Boston butts, lb.	0 32	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 15	0 20
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 38	0 45
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 20	0 24
Above prices subject to daily fluctuations of the market.		

Bacon Active; Market is Firm

Toronto.

PROVISIONS.—There has been a very heavy demand for bacon and ham during the past few days, and markets are ruling strong. There is considerable export business being done and no accumulation of supplies of any form of meat products is reported.

Hams—		
Medium	0 38	0 39
Large, per lb.	0 30	0 35
Bacon—		
Skinned, rib in	0 46	0 48 1/2
Boneless, per lb.	0 49	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 39	0 44
Breakfast, fancy, per lb.	0 44	0 47
Roll, per lb.	0 31	0 34
Wiltshire (smoked sides), lb.	0 36	0 38
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lbs.	0 28	0 30
Do., aver. 70-100 lbs.	0 27	
Fat backs, 16-20, lb.	0 30	

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—

Mess pork, 200 lbs.	44 00	47 00
Short cut backs, bbl., 100 lbs.	53 00	56 00
Pickled rolls, bbl., 200 lbs., heavy	50 00	57 00
Do., Do., Do., lightweight.....	52 00	57 00

Above prices subject to daily fluctuations of the market.

Better Movement of Cooked Meats

Toronto.

COOKED MEATS.—Sales show improvement and it won't be long until the better summer demand will begin to manifest itself. Prices are well maintained with little change noted.

COOKED MEATS

Boiled hams, lb.	\$0 50	\$0 51
Hams, roast, without dressing, lb.	0 50	
Shoulders, roast, without dressing, per lb.	0 49	
Head Cheese, 6s. lb.	0 14	
Meat Loaf with Macaroni and Cheese, lb.	0 24	
Choice Jellyed Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.	0 32	
Veal and Tongue, lb.	0 25	

Above prices subject to daily fluctuations of the market.

Firm Undertone Shown in Lard

Toronto.

LARD.—A firm undertone is maintained on lard with prices during the week showing little change from last week's levels. Demands from all quarters are good and supplies are being quickly absorbed.

Lard, tierces, 400 lbs., lb.	\$0 30 3/4	\$0 31 1/2
In 60-lb. tubs, 1/4c higher than tierces, pails 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Shortening Market Holding Firm

Toronto.

SHORTENING.—The market is ruling with a firm undertone though no quotable change is apparent in figures effective. Sales are good and no difficulty in securing sufficient supplies is yet apparent.

Shortening, tierces, 400 lbs., lb.	\$0 25 1/2	\$0 26 1/4
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces; pails, 1/2-3/4c higher than tierces, and 1-lb. prints, 1 1/2-1 3/4c higher than tierces.		

Improved Demand Shown For Margarine

Toronto.

MARGARINE.—An improved demand is shown for margarine the past few

days, the higher prices reached for butter being a factor. Prices remain unchanged.

Margarine—

1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 29
Solids, 1c per lb. less than prints.		

Higher Figures Named on Butter

Toronto.

BUTTER.—Prices this week are again slightly higher than last week's figures. The strike of expressmen is affecting deliveries of cream to the creameries and butter to the dealers and aggravating a situation none too bright at best—stocks having been reduced to a comparatively narrow compass. Range of quotations this week is:

Butter—

Creamery prints (storage) ..	\$0 63	\$0 64
Creamery solids (storage)	0 63	
Creamery prints (fresh made) ..	0 65	0 66
Creamery solids (fresh made) ..	0 65	
Dairy prts, fresh separator, lb.	0 58	0 60
Dairy prints, No. 1, lb.	0 52	0 55

More New Cheese Offering

Toronto.

CHEESE.—Dealers report more new cheese arriving but supplies as a whole are rather small. Quotations are firm at figures named last week, which are repeated herewith:

Cheese—

Old, large	\$0 31	\$0 32
New, large	0 30	
Stilton (new)	0 31	0 32
Twins, 1/4c lb. higher than large cheese. Trip-lets 1 1/2c higher than large cheese.		

Eggs Reaching Higher Levels

Toronto.

EGGS.—Cheap eggs for Easter do not look probable now, prices going up another 1c or so a dozen this week and supplies, though coming along quite well, being quickly absorbed under influence of a good demand. Prices now quoted to the trade are:

Eggs—

New-laid, in cartons, doz.	\$0 50	\$0 51
New-laid, doz.	0 47	0 48
Prices shown are subject to daily fluctuations of the market.		

Live Poultry in Good Demand

Toronto.

POULTRY.—There is a good demand for live poultry but supplies coming in are rather small. Storage stocks have been reduced appreciably by export movement and with more shipping available, sales could be increased for overseas account materially. Prices show no change for the week.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$0 35	\$0 40
Geese, lb.	0 50	0 50
Turkeys, old, lb.	0 40	0 42
Do., young, lb.	0 32	0 45
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 33	0 35
Fowl, over 6 lbs., lb.	0 25	0 28
Fowl, under 4 lbs., lb.	0 28	0 30
Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26	0 32
Chickens, over 5 lbs., milk fed, lb.	0 26	0 33

Prices quoted to retail trade:

	Dressed	
Hens, light	\$0 35	\$0 37
Do., heavy	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 40	0 42
Turkeys	0 47	0 50
Geese	0 52	

Activity Noted in Fish Sales

Toronto.

FISH.—Dealers report sales the latter part of last week and early this week very satisfactory for Good Friday. There have been few price changes recorded. Fresh sea fish is coming along somewhat better but fresh lake fish is still scarce. Prices prevailing this week follow:

FRESH SEA FISH		
Cod Steak, lb.	0 09	
Do., market, lb.	0 10	
Haddock, heads on, lb.	0 09	0 10
FRESH FROZEN SEA FISH		
Cod Steak, lb.	0 09	
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 10	
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07
Haddock, lb.	0 07	
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21½	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 11	
Salmon, Cohoe, lb.	0 19	
Do., Qualla, lb.	0 12½	0 15
Do., Red Spring, lb.	0 23	0 24

WINNIPEG MARKETS

WINNIPEG, April 16.—Hogs again show an advance. Butter prices are strong and firmly held. Eggs are arriving in better quantities.

Hog Price Advance;

Prospects Good

Winnipeg.

PROVISIONS.—An advance has been made on prices of hogs this week, and prevailing quotations are \$20. There is good prospect of these prices holding firm for some time.

Hams—		
Light, lb.	0 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33
Bacon—		
Breakfast, select, lb.		0 40
Backs	0 40	0 44
Dry Salt Meats—		
Long clear bacon, light		0 26
Backs	0 33	
Barrelled Pork—		
Mess pork, bbl.		42 00
Lard, Pure—		
Prints		0 32
Cases, 5s		17 92
Cases, 3s		18 00
Tierces		0 29
Tubs, 50s, net		14 63
Pails, 20s, net		6 30
Cheese—		
Ontario, large fresh	0 29	
Manitoba, large fresh	0 28	

Butter Firm;

No Change Likely

Winnipeg.

BUTTER.—Creamery butter is very firm with all receipts being rapidly taken up at 59 to 60 cents per pound. These prices are expected to hold until the new make arrives in larger quantities. There is nothing to report on dairy butter.

Butter—		
Fresh made creamery, No. 1		
cartons	0 56	0 57

Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.		0 09
Do., No. 1, lb.		0 15
Do., Extra, lb.		0 25
Tomcods, lb.		0 07

FROZEN LAKE FISH

Herrings, Lake Superior		0 03
Do., Lake Erie, lb.	0 06	0 06½
Mullets, lb.	0 07	0 08
Pickarel, lb.	0 14	0 15
Pike, round, lb.	0 07	0 08
Trout, lb.	0 17	0 18
Tulibeas, lb.	0 09	0 10
Whitefish, lb.		0 11

SMOKED FISH

Bloaters, 40 Count, box	1 30	
Cod, smoked, lb.	0 12	
Ciscoes, lb.	0 14	
Digby Chicks, bble.	1 85	1 90
Boneless Digbys, box	2 00	2 50
Haddies, chicken	0 08	0 08½
Do., fillets, lb.	0 15	0 16
Do., Finnan, lb.		0 12½
Herring, Kippered, box	1 30	1 65

DRY AND PICKLED FISH

Acadia Cod—		
20 1-lb. tablets, case	3 90	
12 2-lb. boxes, crate	5 25	
Herring, Labrador, bbl.	10 00	
Do., Do., keg	5 00	
Do., Lake Superior, keg	4 75	
Imperial, 25 lbs., loose, case	2 75	
Quail on Toast, 24 1-lb. tablets, cs	2 90	3 60
Sea Trout, keg		12 00

OYSTERS, No. 3 size package		
(2½ gallons)	9 50	
Do., No. 5 size package (4 1-6 gallons)	15 50	
Do., No. 1 size package	3 30	
Shell Oysters, 800 count, bbl.	14 50	
Do., Do., 1,000 count	13 00	

Fresh made creamery, No. 2	0 54	
Margarine	0 31	0 32

More Eggs Arrive;

Demand Keen

Winnipeg.

EGGS.—Though egg receipts are heavier there is a keen demand for all available stocks. It is hard to determine the future of this market as yet as very few eggs have gone into storage. Packers report, however, that prospects are that present prices will be fairly well maintained at 43 to 44 cents per dozen. Carloads of eggs have been moving to the East and also to the Western coast from the prairie provinces.

Eggs—		
New-laid, doz.	0 43	0 44

Fish Stocks Good;

Demand Good

Winnipeg.

FISH.—Dealers report a better demand for fish than in recent weeks. Supplies are plentiful of all lines, with flatfish moving in good volume. No change in price is anticipated for a week or two when some lines may decline slightly.

LAKE FISH		
Whitefish (cleaned), lb.	0 12	
Whitefish (frozen), lb.	0 12	
Pickarel, lb.	0 13	
Pickarel Fillet, lb.	0 35	
Frozen Trout, lb.	0 16	
Round Jackfish, lb.	0 09	
Dressed Jackfish, lb.	0 09½	
Frozen Goldeye, lb.	0 07½	
Speckled Trout, lb.	0 35	
SEAFISH		
Frozen Halibut, lb.	0 20	
Frozen Salmon, lb.	0 20	

WINNIPEG MARKETS

Continued from page 39

Oranges Show Wide Price Range

Winnipeg.

FRUITS.—Recent receipts of oranges on this market show greater assortment and the range of prices has therefore lengthened. Oranges are now being offered as low as \$6.50 per case, and better grades are bringing \$8.25 per case. Louisiana strawberries are coming on this market in good quantity at present and prices are lower. A further drop of about 25c per case is expected next week. Washington rhubarb is arriving now and is quoted at \$4.50 per box of 40 pounds. Japanese bitter oranges are now off the market.

New Spinach and Asparagus Arrive

Winnipeg.

VEGETABLES.—Tomatoes recently arriving are not of the fancy variety and dealers report that owing to the heavy rains in Florida 60 to 70 per cent. of receipts are green and have to be ripened here. Fancy varieties are bringing good prices. Receipts of fresh vegetables include spinach, green onions and asparagus, celery, lettuce, and cucumbers are moving well, and substantial declines in price are noted herewith:

Cucumbers, doz.	3 75	4 00
Cabbage, Cal., new	0 04½	0 06
Cabbage, lb., local		0 03
Beets, with heads on, hampers		4 00
Carrots, with heads, hampers		4 00
Head Lettuce, doz.		1 50
Turnips, cwt.		2 00
Onions, silvers and yellows, lb.	0 04	0 05
Radishes, doz.		0 30
Parsley, imported, doz.		0 90
Celery, Cal., case	13 00	15 00
Cauliflower, doz.		3 00
Potatoes, 10-20 bush, lots, bush.		0 90
Tomatoes, Florida (graded)	10 00	14 00
Tomatoes, Florida (ungraded)	7 00	7 50
Onions, green, 10 doz. box		4 50
Asparagus, 10 doz. box		6 50

MARKETS BY WIRE

Continued from page 40

Sugar—		
Standard, granulated		10 05
No. 1, yellow		9 55
Cheese, Ont., twins	0 31	0 31½
Eggs, fresh, doz.		0 45
Eggs, case		0 40
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.		0 65
Butter, dairy, per lb.		0 60
Butter, tub	0 55	0 60
Margarine	0 33	0 35
Lard, pure, lb.		0 32
Lard, compound		0 28½
American clear pork	56 00	65 00
Beef, corned, 1s		4 90
Tomatoes, 3s, standard, case		4 00
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 30
Peas, standard case		2 90
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 19½	0 20
Peaches, per lb.		
Apricots, per lb.	0 22	0 23
Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., 75-lb. bags	2 50	3 50
Lemons, Cal.		6 00
Oranges, Cal., case	6 00	7 50
Grapefruit, case		6 00
Bananas, per lb.		0 10
Apples, box	5 50	5 75

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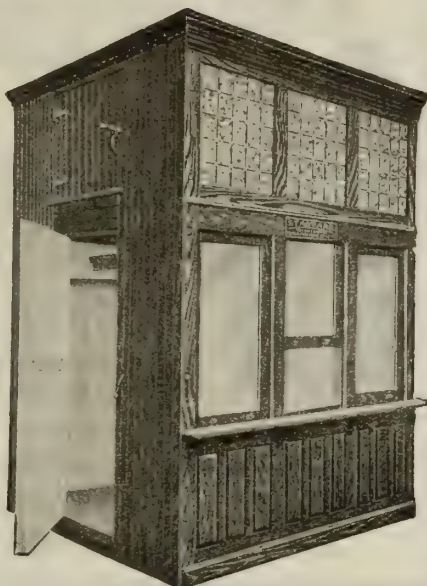
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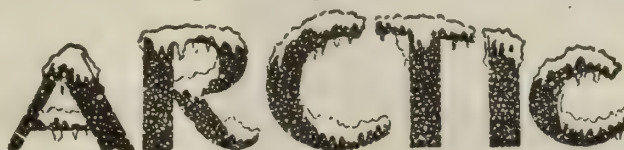
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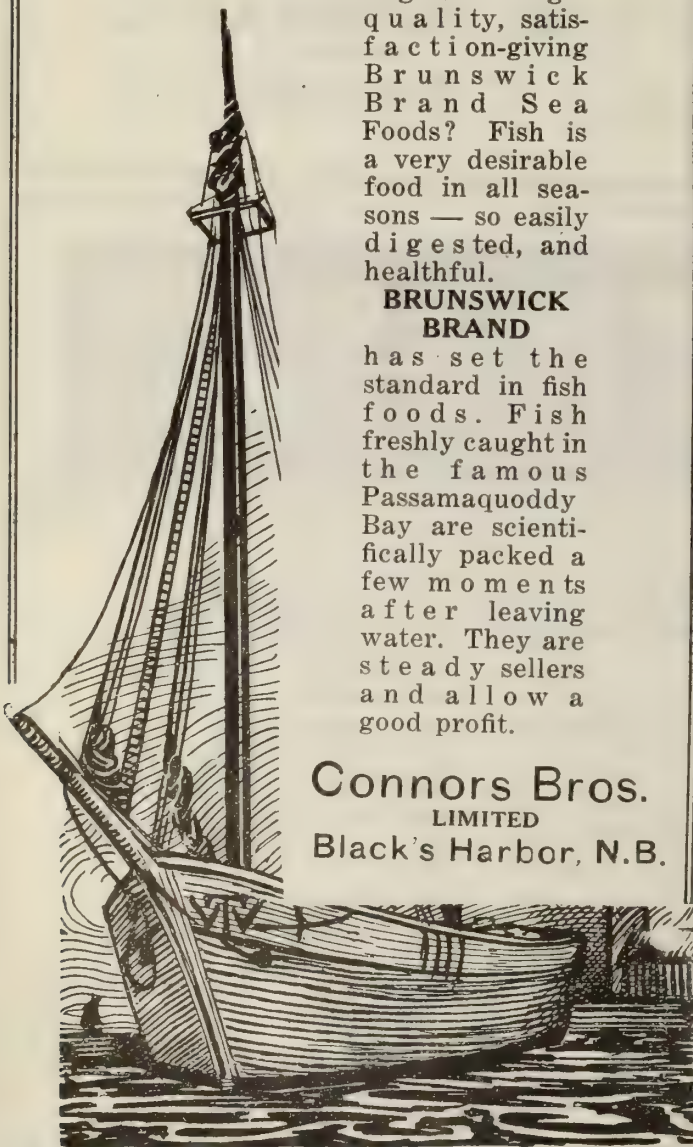
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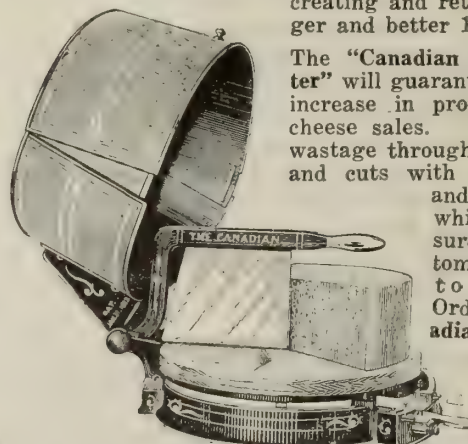
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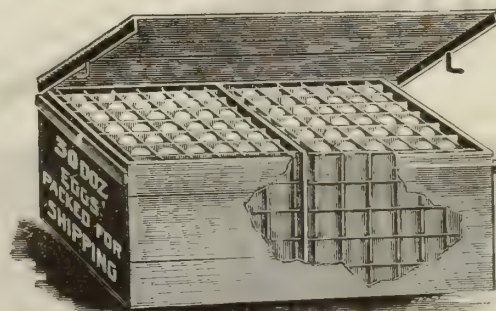
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Manufacturers of

White pulp egg case fillers and extra flats in standard and extra large sizes for 12 and 30 dozen egg crates.

20-38 DOWD STREET, - MONTREAL, CANADA

The Cleanest Store in Town

Your reputation as the cleanest store is worth much to you.

People like to trade in clean stores where merchandise is kept spic-and-span.

Dust repels trade—get rid of dust. Dust *cannot* rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing is a wonderful cleaning, wood-preserving preparation which prevents dust from rising.

STANDARD Floor Dressing

Cleans the surface of wood, linoleum and oil cloth thoroughly. One gallon is sufficient for 500-700 square feet of floor space, one application every three or four months will keep floors and shelving clean and prevent dust from rising. Display it on your counter, recommend it to your customers, demonstrate the results by the spotless cleanliness of your own store.

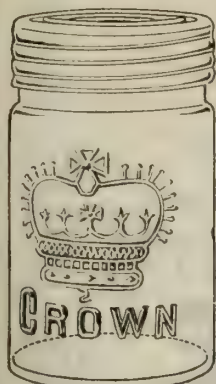
Sold in gallon and four-gallon cans, also half-barrels and barrels.



IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication
Branches in all Cities

CROWN



Screw Top

Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

PERFECT SEAL



Lightning Fastener

GEM



Screw Top

The Names Are
Household Words
The Jars Household
Necessities

Dominion Glass Company, Limited

Secure Styles That
Reduce
Both Labour And
Cost

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King
George's Navy, of
course?



Rock City Tobacco Co., Ltd.

A Good Line

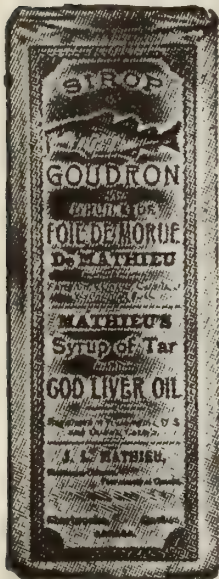
There is a "want more" fascination in H.P. Sauce that is crowding the grocery stores, and H.P. is replacing the oldest ones on the best tables.

Brisk sales—liberal profits—in

H.P.

SAUCE

W. C. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



Tell your trade about this Mathieu remedy

Among the people coming into your store every day are many to whom this little remedy would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of this Mathieu line in before them. Every sale will mean more to follow, because every user of this effective remedy will be a "booster" for your store.

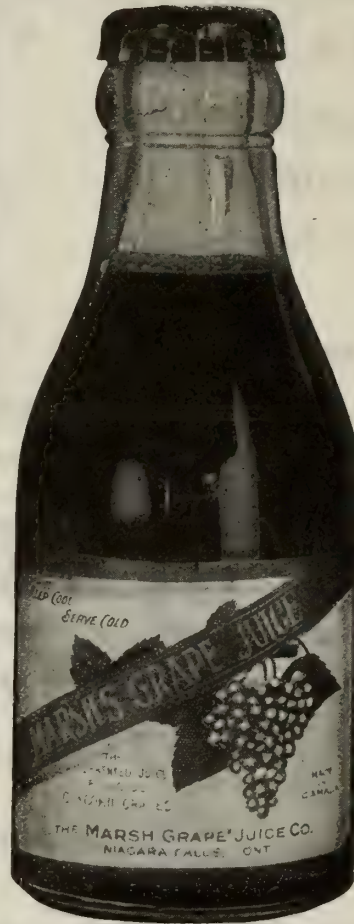
Send for a small trial order to-day.

J. L. Mathieu Co.,

Proprietors

SHERBROOKE

QUEBEC



A Choice Concord Grape Juice

Marsh's has won lasting popularity because it has the piquant deliciousness of the pure Concord Grape. Are you handling this seller?

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.

Ontario Agents:
ROSE & LAFLAMME Ltd.
Montreal - Quebec

"PRIDE OF CANADA" PURE MAPLE SYRUP AND SUGAR

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"
"Brier"
"Index"



Trade Mark
Registered



Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC

VICTORIA, B.C.

OCEAN BLUE

IN SQUARES AND BAGS

EVERY year, since its introduction, has seen an increase in the sales of "Ocean" Blue.

Canadian Housewives appreciate its sterling qualities, and Canadian Grocers find "Ocean" Blue a paying proposition.

If you are not yet familiar with the attractive red, white and blue packets of "Ocean" Blue, drop a postal to your wholesaler, or to us, for particulars and samples.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24-26 Wellington St. W., Toronto

WESTERN AGENTS:—For Manitoba, Saskatchewan and Alberta—W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon—Creeden & Avory, Rooms 5 and 6, Jones Block, 407 Hastings Street W., Vancouver, B.C.

VOL-PEEK

15 Cents

Mends Holes
in Pots and Pans



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, \$2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vac top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE

MARMALADE

	Per doz.
Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS

"DOMINION BRAND"

	Per doz.
Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce ... 1 27½	
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce ... 2 35	
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

	Per doz.
¼ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality 1 62½	
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

BORDEN MILK CO., LTD.,

CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans. .	\$9 25
Reindeer Brand, each 48 cans. .	8 75
Silver Cow, each 48 cans. .	8 40
Gold Seal, Purity, each 48 cans .	8 25
Mayflower Brand, each 48 cans .	8 25

Challenge Clover Brand, each
48 cans

7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans. .	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED, MONTREAL.

Compressed Corn Beef—½s, \$2.90; 1s, \$4.90; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$7.40; 2s, \$14.60.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.25.	
English Brawn—½s, \$2.90; 1s, \$4.90; 2s, \$9.25.	
Boneless Pig's Feet—½s, \$2.90; 1s, \$4.95; 2s, \$9.25.	
Ready Lunch Veal Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch, Beef-Ham Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Beef Loaf—½s, \$2.45; 1s, \$4.45.	
Ready Lunch Asst. Loaves—½s, \$2.50; 1s, \$4.50.	
Geneva Sausage—1s, \$4.40; 2s, \$9.40.	
Roast Beef—½s, \$2.90; 1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Roast Mutton—\$7.25; 2s, \$14.50; square cans, \$48.00.	
Boiled Mutton—1s \$7.25; 2s, \$14.50; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Trips—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$9.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken— ½s, \$5.90; 1s, \$9.00.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$7.40.	
1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90; Beef Suet—1s, \$6.40; 2s, \$12.40.	

**Seeds
That
Grow!**



DISPLAY

Your Rennie Seed Box!

We have been urging the public, through our extensive advertising campaign, to look for the Rennie Seed Display. Are you linking up with this publicity and the 15,000 other Rennie Dealers, by placing your Rennie Seed Box where it will be readily seen upon entering your store? Let your customers know that you stock

RENNIE'S SEEDS

and they will look no further.

The name "Rennie" is known from coast to coast as standing for seeds of proven quality. The wide variety of the Rennie line assures your customers of getting everything they want in either flower or vegetable seeds. All seeds are tested for germination at our Trial Grounds, Long Branch, and in this way our customers are protected against seeds of inferior quality.

Display Rennie's. They are sure to grow.

THE WILLIAM RENNIE COMPANY LIMITED

King and Market Sts., Toronto

Also at MONTREAL, WINNIPEG, VANCOUVER



Parke's Smoke Essence
painted on meat will smoke and cure it better than the old smoke house method. It is cleaner to use, requires no long delays and keeps the meat tender because the moisture is retained.

35c size, enough for about 100 lbs., is packed in compartment corrugated cases, 36 bottles in each. Price, \$8.40 per case.
75c size, enough for about 300 lbs., is \$6.00 per dozen.

Parke & Parke Ltd.
Macnab St. and Market Sq.,
Hamilton, Ont.

**Be Sure and Get
Your Copy of Next
Issue---The Annual
Spring Number.**

**A Fine
Warm Weather
Line ---**

Rose's Lime Juice



There are many lime juices on the market, but not one that you can more readily recommend than ROSE'S. A few bottles regularly displayed on your counter during the Summer weeks will get you a good portion of the strong warm weather demand for a delicious, cooling, temperance drink.

TRY ROSE'S.

Holbrooks, Ltd.
Dominion Representatives
TORONTO and VANCOUVER

The Megantic Broom Mfg., Co., Ltd.

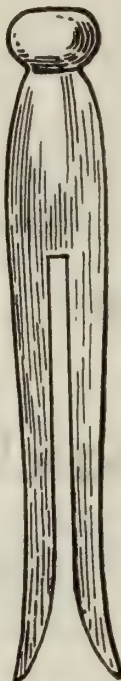
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec, Delorme Frere, Montreal, J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa, Harry Horne Co., Toronto, Tomlinson & O'Brien, Winnipeg, Oppenheimer Bros., Vancouver, McFarlane & Field, Hamilton, Canada.



The Soap that has made good

Wonderful Soap cleans thoroughly without in any way injuring the daintiest fabric or the most sensitive skin.

Quick sales will result from a good display. Try it to-day.

Guelph Soap Company
GUELPH, ONTARIO

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.30; 5s, \$12.90.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.10; 1s, \$1.75; 2s, \$2.55; 3s, \$3.85.

With Plain Sauce—Ind., \$1; 1s, \$1.65; 2s, \$2.40; 3s, \$3.40.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25;

Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton

Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Veget-

table, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25;

Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and

Bouilli, 6s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 90s; 1s,

\$1.25; 1½s, \$1.90; 2s, \$2.30; 3s, \$3.35; 6s, \$12; 12s, \$20.

Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.15; 1½s, \$1.65; 2s,

\$1.95; 3s (talls), \$2.95; 6s, \$10; 12s, \$18.

Chili Sauce (red and gold label)—Ind., 90c; 1s, \$1.25; 1½s, \$1.90;

2s, \$2.30.

Vegetarian Baked Beans and Tomato Sauce—2s, \$2.25.

Sliced Smoked Beef—½s, \$2.40; 1s, \$3.40; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.40; 2s, \$5.90.

Army Rations—Beef and Vegetables, 1s, \$3.40; 2s, \$5.90.

Spaghetti with Tomato Sauce with Cheese—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.

Tongue, Ham and Veal Pates—½s, \$2.35.

Ham and Veal Pates—½s, \$2.35.

Smoked Vienna Style Sausage—½s, \$2.45.

Pate De Foie—½s, 75c; ¾s, \$1.40.

Plum Pudding—½s, \$2.40; 1s, \$3.90.

Potted Beef Ham—½s, 75c; ¾s, \$1.40.

Beef—½s, 75c; ¾s, \$1.40.

Potted Tongue—½s, 75c; ¾s, \$1.40.

Potted Game (Venison)—½s, 75c; ¾s, \$1.40.

Potted Veal—½s, 75c; ¾s, \$1.40.

Potted Meats (Assorted)—½s, 80c; ¾s, \$1.45.

Devilled Beef Ham—½s, 75c; ¾s, \$1.40.

Devilled Tongue—½s, 75c; ¾s, \$1.40.

Devilled Veal—½s, 75c; ¾s, \$1.40.

Devilled Meats (Assorted)—½s, 80c; ¾s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.

Ox Tongue—½s, \$14.50; 3s, \$19.70.

Lunch Tongue (in glass)—1s, \$9.90.

Sliced Smoked Beef (in glass)—½s, \$1.80; ¾s, \$2.80; 1s, \$3.90.

Mincemeat (in glass)—1s, \$3.25.

Potted Chicken (in glass)—½s, \$2.40.

Ham (in glass)—½s, \$2.40.

Tongue (in glass)—½s, \$2.40.

Venison (in glass)—½s, \$2.40.

Meats, Assorted (in glass)—\$2.45.

Chicken Breast (in glass)—½s, \$8.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.

Peanut Butter—½s, \$1.40; ¾s, \$1.90; 1s, \$2.30; in pails, 5s, 26c;

12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins

D.S.F., ¼-lb. \$2 80

D.S.F., ½-lb. 5 30

D.S.F., 1-lb. 10 40

F.D., ¼-lb.

Per jar

Durham, 1-lb. jar, each ... \$0 60

Durham, 4-lb. jar, each ... 2 25

Canadian Milk Products, Ltd., Toronto and Montreal.

KLIM

Hotel \$18 50

Household size 8 25

Small size 6 75

F.o.b. Ontario Jobbing points, east of and including Fort William. Freight allowance not to exceed 50s per

100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches—

Boxes Cents

40 lbs. Canada Laundry09½

40 lbs., 1-lb. pkg., Canada White or Acme Gloss09½

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10½

100-lb. kegs, No. 1 white09½

200-lb. bbls., No. 1 white09½

30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.11½

48 lbs., Silver Gloss, in 6-lb. tin canisters12½

36 lbs. Silver Gloss, in 6-lb. draw lid boxes12½

100 lbs., kegs, Silver Gloss, large crystals10½

40 lbs., Benson's Enamel, (cold water), per case ... 3.25

Celuloid, 45 cartons, case ... 4.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared11

40 lbs., Canada Pure or Challenge Corn09½

20-lb. Casco Refined Potato Flour, 1-lb. pkgs.20

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz ... 1 50

Knox Plain Sparkling Gelatine (makes 4 pints), per doz ... \$2 00

Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs., 1 doz. in case ... \$4.00

2-lb. tins, 2 doz. in case ... 4.55

5-lb. tins, 1 doz. in case ... 5.15

10-lb. tins, ½ doz. in case ... 4.85

20-lb. tins, ¼ doz. in case ... 4.80

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. \$0.06½

Half bbls., about 350 lbs.07

¼ bbls., about 175 lbs.07½

2-gal. wooden pails, 25 lbs. ... 2.16

3-gal. wooden pails, 38½ lbs. 3.25

5-gal. wooden pails, 65 lbs. ... 5.25

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... \$5.05

5-lb. tins, 1 doz. in case ... 5.65

10-lb. tins, ½ doz. in case ... 5.35

20-lb. tins, ¼ doz. in case ... 5.30

(5, 10 and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz.

1 lb. \$4 00

½ lb. 2 00

Robinson's Patent Groats—

1 lb. 4 00

½ lb. 2 00

NUGGET POLISHES

Polish, Black, Tan, Toney Red and Dark Brown ... \$1.15

Card Outfits, Black and Tan ... 4.15

Metal Outfits, Black and Tan ... 4.85

Creams, Black and Tan ... 1.25

White Cleaner ... 1.35

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb. \$1.20

Bobs, 12s ... 1 00

Currency, 12s ... 1 00

Star Bar, 9s, boxes 6 lbs. ... 1 08

Pay Roll, thick bars, 1 25

Pay Roll, plugs, 10s, 6-lb. ¼ caddies ... 1 25

Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1 08

Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ... 1 12

Forest and Stream, tins, 9s, 2-lb. cartons ... 1 44

On a
busy Saturday
night, which would
you rather hand out -
an explanation or
Gold Dust?



MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINS do your work.



JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto

Established 1725

COX'S

Instant Powdered

GELATINE

A Dessert-Yes, but it is more than that



**COX'S
INSTANT POWDERED
GELATINE**

Probably most of your customers think of Cox's Gelatine as just a dessert and nothing more. How many housewives know that Cox's Gelatine is an invaluable adjunct in the preparation of Soups, Salads and Savories? How many are aware of the fact that appetizing dishes can be easily made from left-over meats, poultry, fish and vegetables by means of Cox's Gelatine?

The intelligent recommendation of Cox's Gelatine will help your customers to a better appreciation of this delightful product and boost your sales of the little checkerboard package.



Made in Edinburgh, Scotland, by
J. & G. Cox, Limited

AGENTS IN CANADA

A. P. Tippet & Co.
MONTREAL & TORONTO

Tees & Persse, Ltd.
WINNIPEG

Martin & Robertson, Ltd.
VANCOUVER

Apricots

Let us suggest a good line for Spring trade, something that nearly everybody enjoys at this time of the year, either in a pie or stewed,---just when the home-canned Fruit supply is running low.

Apricots are reasonable in price compared with other fruits at the present time.

We offer:

Extra Standard Apricots, faced, 25s	-	.19
Standard Apricots, 50s	-	.18½
Choice Apricots, 25s	-	.23½

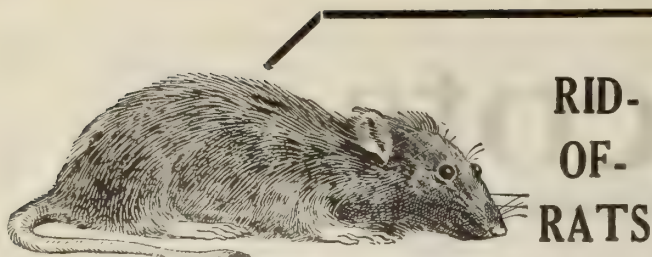
We still have a limited quantity of Evaporated Peaches, which are good value, especially as Canned Peaches are so scarce just now.

Standard Peeled Peaches, 50s,	-	.17½
Choice Peeled Peaches, 25s,	-	.19
Extra Choice Peeled Peaches, 25s,	-	.22
Choice Unpeeled Peaches, 25s,	-	.22

Send us an order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



RID- OF- RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.

103 Emerson Place

Brooklyn N. Y.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

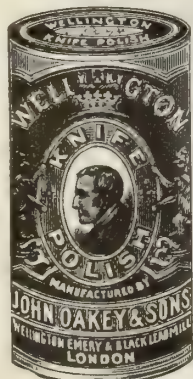
A Snap in Fish

Before buying, write for our prices on Lake Superior Herring, both pickled and frozen.

We Invite Correspondence

LEMON BROS.

OWEN SOUND, ONT.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.

Forest and Stream, 1/4a, 1/4s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s 3 1/2 lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs. .	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs, 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemon, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Lemon, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12—12 lb. boxes to case	0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2 doz. in box, per doz.	\$4 60
Perfection, 1/4-lb. tins, doz. .	2 40
Perfection, 1/4-lb. tins, doz. .	1 80
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb. .	0 87
Supreme Breakfast Cocoa, 1/4- lb. jars, 1 & 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 80
Supreme Chocolate, 10c size, 2 doz. in box, per box .	1 50
Perfection chocolate, 10c size, 2 doz. in box, per doz.	0 90

SWEET CHOCOLATE— Per lb

Eagle Chocolate, 1/4s, 6-lb. boxes 28 boxes in case	0 30
Diamond Chocolate, 1/4s., 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 7s, 6 and 12-lb. boxes, 144 lbs. in case	0 30
Diamond Chocolate, 7s, 4-lb boxes, 50 boxes in case, per box	1 20

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 80 boxes in case, per lb.	0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb. .	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

6c. LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 60 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case.	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz. .	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz. .	0 95

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

FRESH ARRIVALS EVERY DAY

of all Seasonable Green Vegetables

Let us look after you in Greens

TOMATOES

T. J. Peters Pack

Every crate repacked in our own warehouse before shipping. You get all firm ripens ready to sell.

GOLDEN ORANGE BRAND NAVELS

Fresh cars every week.

The House of Quality

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

Small Sized Valencias

Will have all sizes Oranges for this week. Cars will run heavily to 176s, 200s, 216s, 250s and 288s.

Just the size you want.

Lemons--California's Market looking better

APPLES—Our last car Extra Fancy Winesaps for this season due Monday.

WHITE & CO., LIMITED

Fancy Fruits and Vegetables

TORONTO

Canada Food Board License No. 277



Give Little Miss Vi a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

*Write for trade terms and particulars to the
Watford Mfg. Co., Ltd., Delectaland, Watford, England.*

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

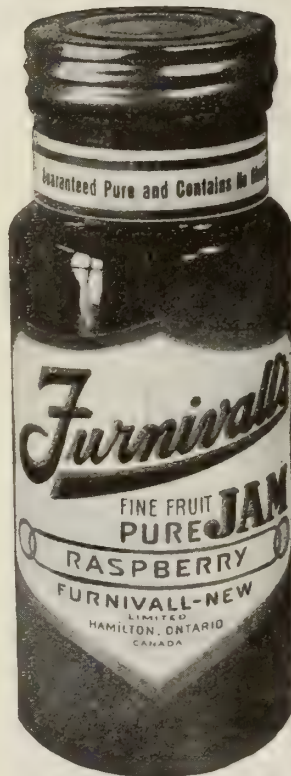
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*When buying
insist
on this brand*

Canada Food Board License No. 14-128

REPRODUCTION of SPECIALITIES MANUFACTURED BY HENRY THORNE & CO LTD LEEDS

ESTABLISHED OVER 80 YEARS. ENGLAND.



Be assured
when you sell

Furnivall's

Fine Fruit Pure
Jam you win
her unstinted
approval and a
continuance of
her patronage.
Moreover,
there's a
decent profit
for you on
every sale.

FURNIVALL-NEW
Limited
Hamilton - Canada

Canada Food Board License
No. 14-167.

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Building, Sydney, N.S.

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BUYERS' MARKET GUIDE

Latest Editorial Market News



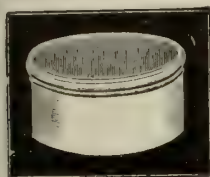
Vogan's

Overseas
CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



STONEWARE

Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED
London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

EDMONDSON & PETCH

Manufacturers of

E. & P. Awnings and Tents

THE BEST IN THE LAND

Write for Price Lists and Measurement
Charts. Address

OTTAWA, CANADA

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.
Manufacturers and Shippers

SARNIA : : : : ONTARIO

Prune Prices to be High

Favorable weather conditions mark the growing season so far as regards the development of 1919 crop of prunes and other dried fruits are concerned. Earliest reports so far at hand indicate that the yield of prunes will constitute a record breaker, but this has not been a factor to ease the opening prices by any means. In fact since new crop goods have been figured on at all the trend of prices has been upward and the outlook seems to be that record figures will be reached this year.

This is due in part to the heavy overseas demand which it seems can reasonably be expected. The crop of 1918 was comparatively small, and it looks as though all factors will be absolutely bare of supplies before any new crop goods are available. This is another strengthening influence. Prunes are the most absorbing topic in dried fruit circles just now, although apricots are shaping up for comparatively high prices, too.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.

TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tube or half barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R. M. MOORE & CO. LTD. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

Ship us your

BUTTER, EGGS, POULTRY Etc.

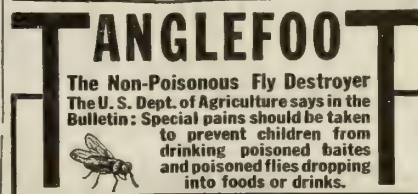
We pay highest wholesale prices

KAVANAGH PROVISION CO.

Bleury Street, Montreal

Phones :

Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980



The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the
Bulletin: Special pains should be taken
to prevent children from
drinking poisoned baits
and poisoned flies dropping
into foods or drinks.

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—EXPERIENCED GROCERY CLERK, Ontario. State age, salary expected and references. Box 606, Canadian Grocer.

FOR SALE

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

When writing
to advertisers
kindly mention
this paper.

WHITE COTTON
SUGAR LINERS
E-PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

LONDON HOUSE OPEN TO RECEIVE agency from reliable manufacturers of Commodities suitable for British markets. Specialties, Condensed Milk, Canned Foods, etc. Write O. B. Laggett, 17 Harp Lane, London, E.C. 3, England.

WANTED—SALES EXECUTIVE FOR HIGH-class specialty. An excellent opportunity for a first-class salesman with a knowledge of the Grocery and Hardware trade throughout Canada. Must possess executive ability and be able to inspire and instruct his sales force. The chance of a lifetime for the man who can qualify. A vigorous and energetic man between 30 and 45 years of age required. Only applicants of the highest character and with good references considered. Give full particulars and references in first letter. All replies treated as confidential. Box 610, Canadian Grocer.

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED—TWO ALL AROUND CLERKS—One must understand grocery well and one that knows gents' furnishings and boots and shoes. Either one must understand French as well as English. Permanent position for reliable man. Box 614, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

When answering
Advertisements please mention
Canadian Grocer

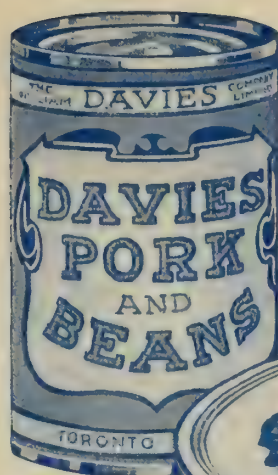
ORDER HOT HOUSE
**TOMATOES---
CUCUMBERS**

TO ARRIVE DAILY
BY FAST EXPRESS

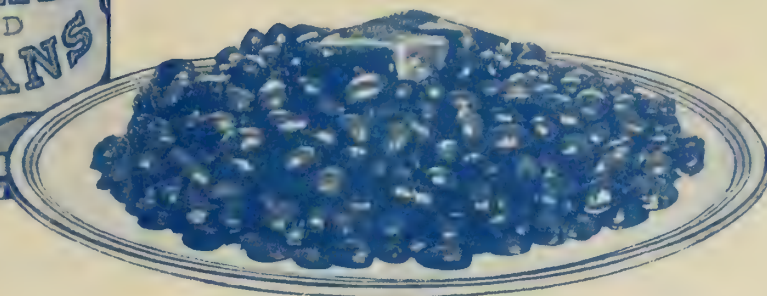
The season is short, but a profitable one to retailer; write or wire for date of shipment naming your daily requirement.

B. C. FARMERS EXCHANGE
131 WATER ST. VANCOUVER

*Plain or
with
Tomato
Sauce*



*A Live, Quick
Seller
for Your Store!*



Davies Pork and Beans

are in growing demand day by day, because

- they are well advertised*
- they are prepared from the very
finest hand-picked white beans*
- they are cooked to perfection*
- they are low in cost yet high in
food value*
- they are easily and quickly served*
- they are a delicious, nourishing,
wholesome food that EVERYBODY enjoys!*

Have You Placed Your Order Yet?

*Plain or
with Tomato
Sauce*

THE
WILLIAM **DAVIES** COMPANY
LIMITED
TORONTO

*In Tins—
11 oz., 16 oz.
and 20 oz.*

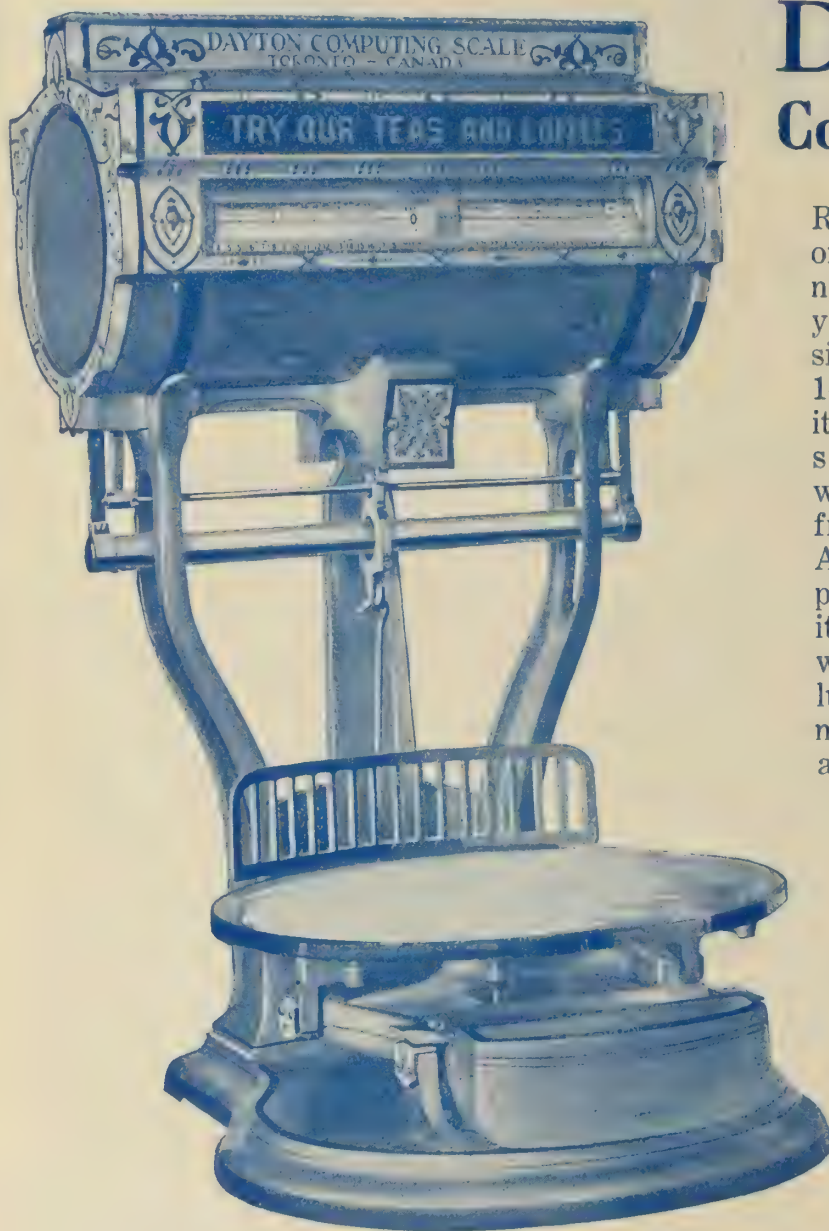
Montreal

Canada Food Board Packers' License No. 13-50

Hamilton

Are You "Working for Nothing and Boarding Yourself?"

Many an honest merchant has gone to smash simply by neglecting to care for the small fractional parts of the pound. Literally—because he gives away his profits little by little a dozen times a day to people who don't thank him, because they don't know they are getting them. You can stop the loss of profits by absolutely using the



DAYTON Computing Scales

Remember—your personal share of every dollar you take in does not amount to more than 7%. If you give away only $\frac{1}{4}$ oz. on a single weighing you are losing $1\frac{9}{16}\%$ from your 7%. Think of it! The Dayton Computing Scale stops the ruinous "down weights." You get paid for every fraction of every ounce you sell. And the customer is more than pleased because she can see how it's done—she knows that the weighing and pricing are absolutely correct because done by a machine that treats every one alike—with absolute fairness!

Our New Catalogue

There's a copy in an envelope all waiting for your name to go on it—just drop us a card and we'll mail it at once. You'll see the handsomest range of Scales ever made—one that will suit your business—and they're all made in Canada completely.

**"If it's a Dayton
it's Right."**

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

FRANK E. MUTTON
Vice-Pres. and General Mgr.

Division International
Business Machines Co., Ltd.

Also makers of International Time
Recorders and Hollerith Electric Tabulators

ANNUAL SPRING NUMBER

CANADIAN GROCER

Member of The Associated Business Papers---Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII.

PUBLICATION OFFICE: TORONTO, APRIL 25, 1919

No. 17

DOMINION CRYSTAL

*The Only Sugar that is Canadian
from the Ground Up*



MORE than 12,000 Canadian merchants are selling this sugar — recommending it to their customers because of its Quality and because of its Canadian origin. Are you one of the 12,000?

In recommending it, you aid in the effort to make Canada more nearly self-supporting—every pound of it you sell means further encouragement to Canada's sugar-beet industry.

We do import the finest of raw cane sugar and refine it—but our pride is in the product we make from Canadian sugar beets.

OUR advertising—appearing in a large number of the leading newspapers—is telling to thousands of Canadian women the interesting story of Canadian sugar beets and how we make from them the finest of sugar. This advertising makes it easy for you to sell "Dominion Crystal Sugar."

DOMINION SUGAR COMPANY LIMITED

Head Office: Chatham, Ontario.

Refineries at Wallaceburg, Chatham, Kitchener.



THE GROCERY STORE
as Headquarters for House
Cleaning Supplies

There is a big business to be done every Spring in house-cleaning supplies. Do not let that trade get away from you. Cater for it, by selling the lines women specially need at this time of the year. One such line consists of the O-Cedar Products—O-Cedar Polish and the O-Cedar Polish Mop. There is a steady, all-year demand for these; but the sale of them is at high-tide in the Spring; for few women, nowadays, would consider their house-cleaning efforts complete without liberal use of O-Cedar Polish for the cleaning and polishing of their furniture, pianos and floors.

See to your stock of O-Cedar Products. Put a display of them in your window and feature them in your store. Use our beautiful signs and cards to link up your business with our extensive advertising campaign, and so direct the O-Cedar demand to YOUR store.

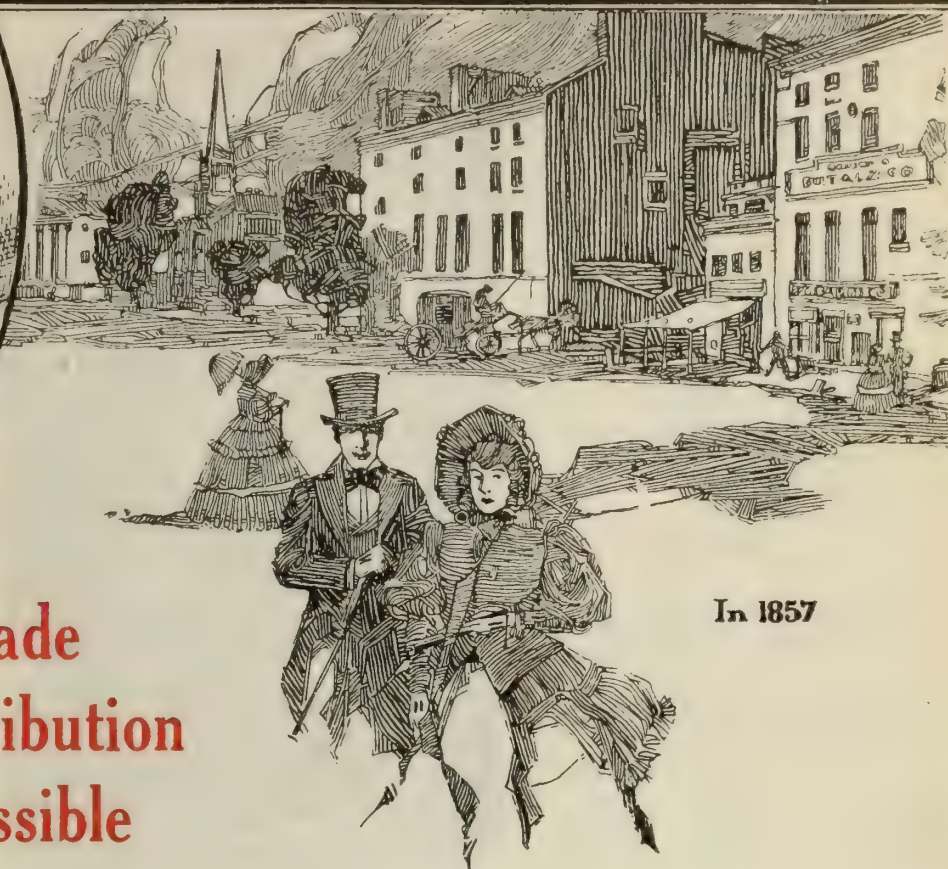
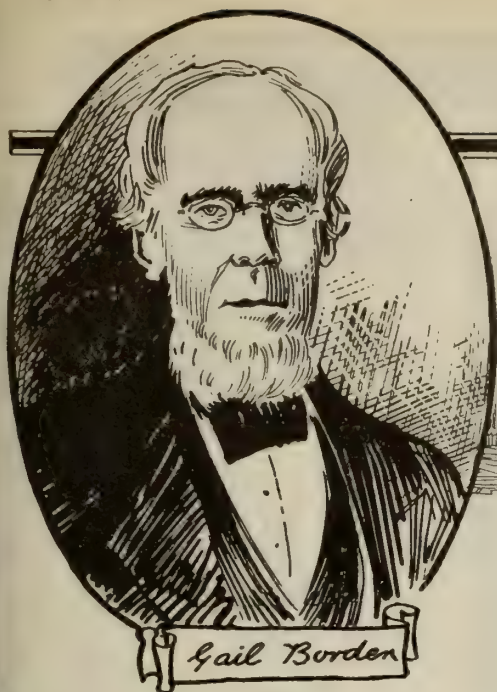
Get your share of the big O-Cedar business. The sales come "quick and easy"—the margin of profit is good—there is no depreciation—O-Cedar is sold everywhere at the price marked on package.

Order from your Jobber.

THE CHANNELL CHEMICAL
COMPANY, LIMITED
TORONTO



**O-Cedar
Polish**



In 1857

The Man who made nation-wide distribution of Pure Milk possible

It is Sixty-two years now since Gail Borden, the Father of Pure Milk, first proved the practicability of his theory regarding the nation-wide distribution of pure milk.

His aim—his life-work—was to secure pure milk, preserve it in all its purity and have it reach the consumer in the same pure state.

The quality basis established then has never been deviated from. And to-day the care and attention given to every part of their manufacture guarantees the goodness of every Milk Product bearing the name of



The Original and Leading Brand
Since 1857

Borden's

Always have a stock of Borden's on hand. And remind your customers of the fact with daily displays. There's a Borden Milk Product for every purpose.



In Four Sizes—
Small, Family, Tall and Hotel

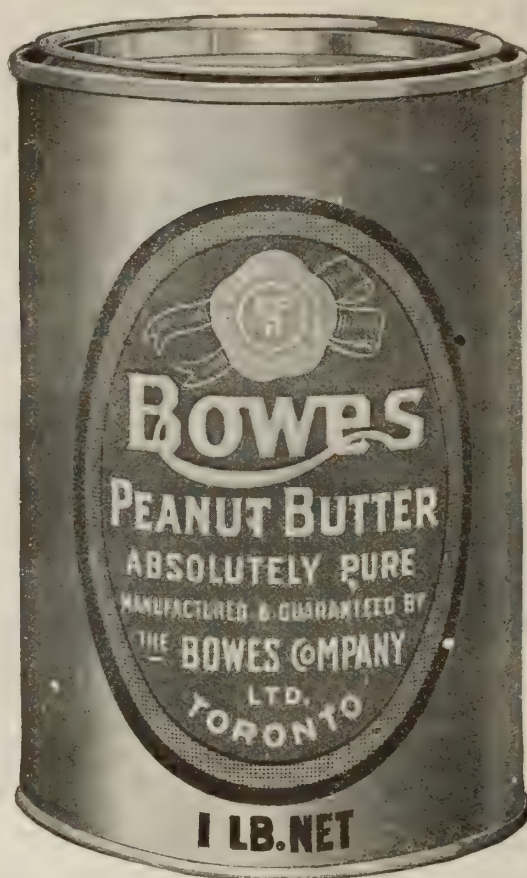
Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

VANCOUVER

*The
Package
Is
Striking*



*The
Product
Is
Supreme*

You Should Sell It

Not merely because we say so, but because it's to your own advantage to sell Bowes' Peanut Butter. In every way it is an ideal item of merchandise; well known, well liked and therefore capable, not only of selling quickly, but of inducing repeat orders. In addition, it allows you a good margin of profit.

**Your Jobber Will
Gladly Supply You**



HERE'S A REAL INTRO- DUCTORY OFFER

Good until May 15th and on
initial orders only.

One Gross Free, to jobbers,
with each ten gross.

One Dozen Free, to dealers,
with each case containing one
gross. This free dozen to
dealers will be taken care of by
the jobber—out of his free
gross. In this way, selling to
ten dealers, the jobber will
still have two dozen (net)
free.

Figure it out with the price
list. Dealers get \$1.80 abso-
lutely free—making their
profit total \$8.40 or 56 per
cent., besides the usual trade
discount allowed by the jobber.

We make this offer to save
time in introducing Majic Dye
Soap Flakes. The money that
we save in salesmen's time,
we give to you.

Display Carton (1-3 gross), in
assorted colors \$ 5.00

One gross (three display car-
tons and free dozen) ... 15.00



Jobbers! Dealers!

Will You Be Prepared to Meet This Demand?

HERE'S a new product—quick turnover, big profits, repeat
sales, requires little space. The market is ready now. This
house is backing it.

That means a real quality product. It means a big advertising
campaign—in all the big newspapers—from the Echo and Herald
in Halifax out to the Colonist in Victoria. In addition, full pages
will appear in the big U.S. women's magazines with Canadian
readers.

MAJIC *Dye Soap* FLAKES

Just as flake soap became so
popular over the old-fashioned
cake soap, so will this new per-
fected home dye overshadow
all home dyes.

Women have been waiting for
this safe, clean, efficient dye—
the only dye in existence that
really dyes silk, wool, cotton
and linen without boiling.
Without streak or spot. And
cleanses at the same time. In

the 15 standard textile colors.
Retail at 15c.

Advertising contracts are
made. Any day it may be ap-
pearing in your town. That
means **easy selling!**

There's **big** profit in this line.
Extra profit in the **FREE DEAL**
on initial orders. Order now
—get literature and advertis-
ing schedule.

W. G. Patrick & Co., Limited

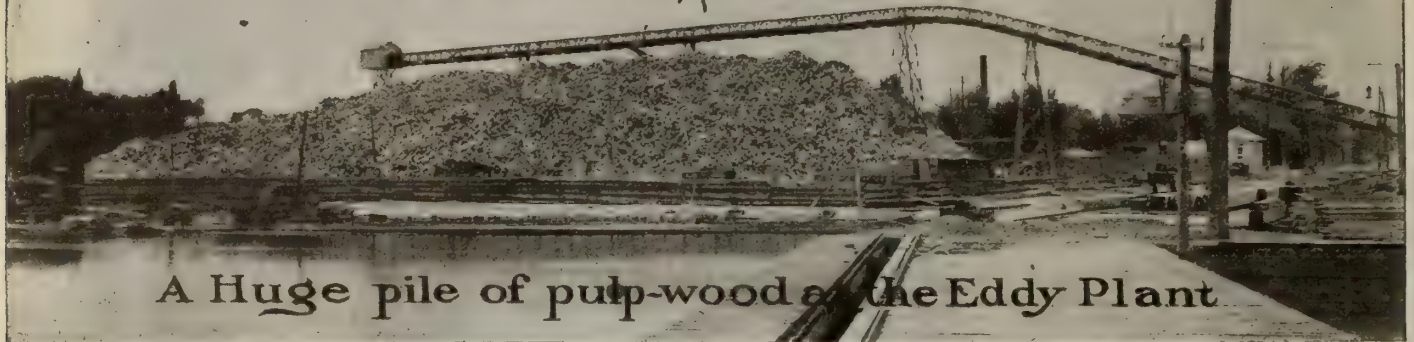
Canadian Distributors

Montreal

Toronto

Winnipeg

"Every week with the E.B. Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated April 25, 1919

Being No. 31 in the Series

PURITY OF EDDY COMPANY PULP IS WELL WORTH WORKING FOR

WHEN in the course of a visit to the E. B. Eddy Company's great manufacturing plant at Hull, you see the many purposes to which wood pulp is applied in the manufacture of papers and indurated ware, you realize that the essential purity of the pulp is something well worth the endless care taken to ensure it. For Eddy Company paper bags are used by retail grocers throughout Canada to contain foodstuffs, and E. B. Eddy Company wrapping papers pack the most delicate eatables, while on many a farm the milk is carried and the butter stored in E. B. Eddy Company indurated ware pails and tubs. The basis of these useful Eddy Company products is wood pulp, and the snow white purity of Eddy Company sulphite pulp is certainly reassuring and refreshing to retailer of food and the consumer, his customer, alike.

After the many screenings and washings of which you have read, the sulphite pulp is ready to arrive at the "wet machine" which makes it into the form of great thick blanket-like sheets which can be handled, or stored, or even exported. In the wet state these heavy blankets of pulp are not more than 38 per cent. pulp. The rest is water which makes them heavy to handle. But there is a reason for the wetness, since every time you dry wood pulp you weaken the strength of its fibres. For shipment, however, it is necessary to dry the pulp, and this is done by passing the thick blankets of it through a series of smooth rollers heated from within by steam. This turns the pulp out in a form very familiar to many retailers, namely, as sheathing which is used for covering the walls of buildings to make them retain heat better in cold climates.

EDDY'S Indurated Fibreware



Also makers of Toilet Papers, Towels and Serviettes of the same high standard of value.



Fifty Years with the E. B. Eddy Company of Hull, Canada



The E. B. Eddy Company's Plant at Hull as it Looked Fifty Years Ago

IN the illustration above, you see what the E. B. Eddy plant at Hull looked like fifty years ago. The large building in the centre of the view bears a sign over the doorway with the name E. B. Eddy. It was there that the founder of this great Canadian firm first exercised his surpassing gifts as a buyer, a seller, and a chooser of men to help him.

Some of the men E. B. Eddy picked out to help him develop his great undertaking as far back as fifty years ago, are still with the Eddy Company. George Millen is one of them, president of the firm to-day. He remembers the various little buildings in which Mr. Eddy made the beginnings of his mighty industry—the match business that has grown from ten small cases to an output of seventy million matches per day.

A good idea of the growth of the Eddy plant is gained from a glance at the illustration below. It shows only a portion of the present-day Eddy plant. Far to the extreme right of the picture is situated the mechanical pulp mill of which you have read, and away to the left, but three-quarters of a mile distant, is situated the sulphite

pulp mill. In the near foreground to the right is the prettily wooded park space with fountain and flower beds gifted by Mr. Eddy to the City of Hull, and from this park to the river side is a fairly long walk through an area crowded with massive factory buildings all busily engaged in turning out the Eddy products, paper, matches, pulp, indurated ware, washboards, wrapping

papers, paper bags.

The power house and great generators of electric energy are situated behind the big factory seen in the centre-right of the picture. There are millions of dollars' worth of wonderful machinery in the buildings illustrated below, and every wheel is turning to good purpose every working day in the year. Centrally in the picture, a little to the left, is situated the office building which houses the executives who insist on the excellence of every product that bears the

E. B. Eddy brand, and keep true to the square dealing business principles laid down long ago by E. B. Eddy himself when he began making matches, traveling forth with horse and wagon to sell them, from his little rented mill at Hull not only fifty but over sixty years ago.



Eddy's Silent 5 Matches



Part of the E. B. Eddy Company's Plant at Hull to-day, showing the Offices, a few of the Factory Buildings, and a glimpse of the Park

Sumore

Salted

ALMONDS, FILBERTS, PEANUTS

5 ct. Packages—

Salted Spanish, 30 packages to box, 5 boxes to case - - - - - Per Box, \$1.10

Blanched Fancy, Whole, 36 packages to box, 5 boxes to case - - - - - Per Box, \$1.25

Bulk—

Salted Spanish, 10 lbs. to box - Per Box, \$2.50

Salted Fancy Splits, Blanched - Per Box, \$3.30

Salted Fancy, Whole, Blanched - Per Box, \$3.80

All 5 Boxes to Case.

10 ct. Packages—

Finest Salted Almonds, 24 packages to box, 5 to case - - - - - Per Box, \$1.80

Finest Salted Filberts, 24 packages to box, 5 boxes to case - - - - - Per Box, \$1.80

Terms Delivered. All Weights are Net.

KEEP STOCK IN A COOL PLACE.

Glassine Bags Free

Montreal Nut and Brokerage Co.

30-32 Jurors Street - Montreal, P.Q.

It's Sound Business to put Your
Selling Efforts Behind Repeaters Like

Royal Salad Dressing

AND

Royal Mayonnaise

Spring and Summer is *the Big Salad Time*.

Nowadays, more than *ever before*, people are eating *Salads* as substitutes for *Costly Meats*.

Feature the *Two Royals* with your Spring Fruits and Vegetables, in your window, on the counter, etc.

You can *Guarantee the Quality* to your most particular trade.

THE
Horton-Cato Manufacturing Co.
WINDSOR, CANADA

She Can Safely Wash It With



- the popular cleanser that does not injure the daintiest, filmiest fabric

A SOAP that will cleanse her dainty, filmy waists, collars, etc., without injuring the fabric in the slightest—a soap that she can use to similar advantage for the bath or the household scrubbing—a soap that does its work quickly and thoroughly and with a minimum of labor—that is what you give her in every package of Wonderful Soap.

Mark the striking red label. A few packages like that displayed on your counter will keep your cash register ringing.

Another excellent line is *Crystal Soap Chips*. It also cleanses delicate fabrics without spoiling them.

You should be selling both of these regularly.
They're good profit boosters.

Guelph Soap Company
Guelph - Ontario

PROFITS



TAKE a polish like "Nugget" that everybody knows. When a person comes in to buy shoe polish he or she will take "Nugget" without question. No "sales argument" on your part, no "selling cost," just taking a profit. And this happens many times a day and many times with each person. Accumulative sales—that's what makes "Nugget" so profitable.

Your profit is secure on "Nugget." There is but ONE price to ALL retailers.

BLACK, TAN, TONEY RED,
DARK BROWN



The Nugget Polish Co.,

Toronto

Limited



“Good-bye, Old Coffee Pot”

Tell your customers that they can say good-bye to their coffee pots. Sell them famous Barrington Hall Coffee in the new, instant form. Pure, delicious, high-grade coffee made in the cup by adding water.

Every month we are telling your customers about Soluble Barrington Hall Coffee in millions of magazines and newspapers. Attractive displays will be furnished to grocers, so that you can take advantage of this advertising.

Send your order in to-day! Cases containing 144 Standard tins, \$3.25 per doz., retails at 35c each.

Hamblin-Brereton, Ltd.

Canadian Distributors

TORONTO WINNIPEG CALGARY VANCOUVER

A Remarkable Growth

UNBALANCED conditions during the War tested the utility of many lines carried by the merchant. Among these was Baking Powder. Egg-O Baking Powder proved its absolute utility.

With heavy war flours, a good Baking Powder was essential. For this very reason the women folk investigated and discriminated between Baking Powders and selected the Combination Baking Powder as the most sure and efficient.

Egg-O Baking Powder is a Combination Powder, and that it stood the test is amply demonstrated by the fact that our sales in Ontario during 1918 were over twenty-one times greater than the sales in 1915. This should convince all merchants of the advantage of stocking up with Egg-O Baking Powder.

Egg-O is carried in stock by all jobbers



Egg-O Baking Powder Co.

LIMITED

HAMILTON

ONTARIO

These Clothes Pins are made to stay on the line



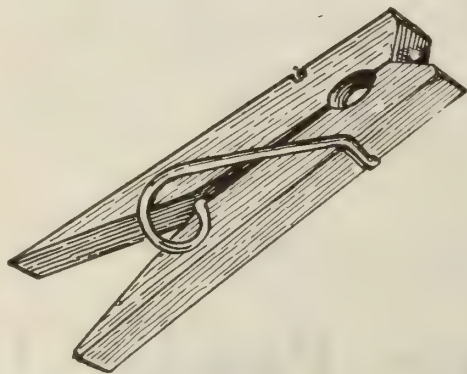
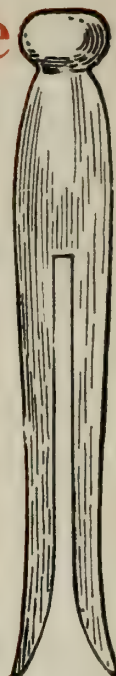
Housewives everywhere are asking for our Clothes Pins because they find them thoroughly reliable.

These Clothes Pins stay on the line, and being made of the best wood they are remarkably free from splitting.

Keep a stock of Megantic Clothes Pins handy and when your customer asks you for a supply you can feel assured you are handing her real good pins that will satisfy her thoroughly.

We can also supply you with an excellent range of *Brooms, Cheese Boxes, Fruit Boxes*. Ask our agent nearest your store.

AGENTS: Boivin & Grenier, Quebec; Delorme Frere, Montreal; J. Hunter White, St. John, N.B.; H. D. Marshall, Ottawa; Harry Horne Co., Toronto; Tomlinson & O'Brien, Winnipeg; Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.



Megantic Broom Mfg. Co. Ltd.

Manufacturers of Brooms, Clothes Pins, etc.

MEGANTIC, QUE.



Fish Foods

With the Smack of the Sea In Them

From the depths of the Atlantic come these delightful little sea foods to the counters and shelves of the Canadian grocery trade, later to be included in the order of every good housewife who appreciates quality at its very best.

When you open up a case of Connors Bros.' Brunswick Brand you can rest assured that every can in that case is filled with as toothsome and well-flavored a sea food as careful selection and scientific processing can produce. And when you offer a customer a can of Brunswick Brand Sea Foods, you know that its quality is certain to satisfy her and to bring her back for more. You know the various lines, do you not? Check off here any particular ones you are short of:

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round tins)

Kipperd Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited
BLACKS HARBOR, N.B.





TRADE MARK
A Guarantee of Goodness

Ask us to quote
you on

SCHNEIDER'S PURE MEAT SAUSAGE

This is an exceptionally good line
for your Cooked Meats Counter.

There are Twelve Varieties, but
every one is a first quality product.
You'll find it good business to
feature a really high-class Sausage
like Schneider's.

There is no waste whatever—noth-
ing but quality, profit and customer
satisfaction.

Country Style Sausage—Mild Cure
Smoked Meats.

J. M. Schneider & Sons, Limited
KITCHENER ∴ ONTARIO

*Drop us a card for Sausage and Smoked Meat quotations.
Satisfaction guaranteed on all mail orders.*

C
A
N
S

Made of

**TINPLATE
BLACKPLATE
FIBRE**

FIBRE BODIES
With Metal Ends

C
A
N
S

All kinds of containers for
all sorts of products

AMERICAN CAN COMPANY

Montreal, P.Q.
Winnipeg, Man.

Hamilton, Ont.

Toronto, Ont.
Niagara Falls, Ont.

BAINES CHOCOLATES

Twenty Flavors

DELICIOUS CREAMY CENTERS



"Canada's Best" Pure Maple Sugar and Syrup

The brand which leaves behind the lingering smack of Maple. Is made from the select MAPLE SAP of the EASTERN FOREST.

WHOLESALE: Build up your Syrup Sales
with BAINES reputation.

In our products "PURITY and QUALITY" are combined,
a factor which produces repeat sales automatically.

BAINES NUT BARS CREAM BARS CREAM CAKES
ENGLISH HARDBOILED CANDY



LIMITED

344 DELORIMIER AVE.

--

MONTREAL

Western Representative: A. W. BARNUM, Winnipeg & Vancouver



There's profit in filling "a demand"

The demand for

Lea & Perrins
Sauce
The Original Worcestershire

is constant, steady and profitable

It is the aim of all dealers to build up a solid reputation and increasing trade. That is sound and profitable merchandising practice. No product will do more to increase the prestige of your store than "LEA & PERRINS' SAUCE.



THIS sauce, the genuine LEA & PERRINS'—the best known sauce in the world—sells constantly. Its users are growing every day. It will provide you with a constant source of profit day in, day out—and never a complaint or disappointment. Don't be content to fill the demand—make a sale of Lea & Perrins' every day. It will pay you because your customers will come back for Lea & Perrins' constantly. We are educating all your customers by means of national advertising.

Therefore keep Lea & Perrins' to the fore. Make it an attractive display.

Selling Agents:

*In Province of
Quebec, City
of Ottawa and
Maritime Pro-
vinces.*

W. H. Dunn Limited, of
Montreal.

In Ontario

R. S. McIndoe, of Toronto.

*In Manitoba
and
Saskatchewan*

H. P. Pennock & Co., Ltd.,
of Winnipeg.

In Alberta

W. L. McKenzie & Co.,
Ltd., Calgary and Ed-
monton.

*In British
Columbia*

F. G. Evans Co., Limited,
Vancouver.

who will gladly co-operate with you.

LEA & PERRINS

HAROLD SEDDON, Canadian Representative

137 MCGILL STREET, MONTREAL

Established 1872



**Fifty Years Experience qualifies us
to serve you**

MAPLE LEAF BRANDS ARE STANDARD

The retailer wants a house of reputation, experience
and stocks. We have all these

Ask Our Customers

There will be no doubts if we have your business.

T. Kenny & Company, Limited

SARNIA AND CHATHAM

SARNIA: Phones 5-85

CHATHAM: Phones 154-155

In The World of
Canned Fish There Is
No Better Value Than

SNOW CAP PILCHARDS



*Packed in 1 lb. Talls
and 1-2 lb. Flats
Sold by Your Jobber*

Pilchards are full-grown Sardines and all the deliciousness associated with the toothsome Sardine is delightfully evident in every morsel of "Snow Cap."

Processed and Packed under conditions that absolutely guarantee their goodness and sold at a price that makes them as economical as they are delicious "Snow Cap" Pilchards are much in demand wherever introduced.

The housewife who is looking for something out-of-the-ordinary in a delicious quality sea food will find her ideal fully met in "Snow Cap" Pilchards.



The Nootka Packing Co., Ltd.
NOOTKA, B.C.

DODWELL & CO., LIMITED, VANCOUVER
Exclusive Distributors

THE TORONTO SLICER



The Only Reliable Canadian Made Meat Slicer

Has all the latest attachments.
The Clutch which holds the meat to the last slice.

A device for removing the rind.

Special automatic Ball Bearing Sharpener.

All the exposed parts are of solid nickel.

**NEVER WEARS OFF
NEVER TARNISHES
BALL BEARING
WICK OILING**

Will be like new when others are in the scrap.

IT'S MADE TO LAST

The Toronto Scale

Full Agate Bearing and many features not found in other scales.

All the working parts are inclosed which prevents the accumulation of dust and insures long life and accuracy.

We have one to suit your business.

WRITE US



THE CANADA SCALE & SLICER CO., LIMITED

TORONTO OFFICE: 482 COLLÈGE ST.

THOS. FERGUSON, Sales Mgr.

Telephone or Wire Your Requirements to Major

The Old Reliable Firm

We pay special attention to all mail orders and our stock is always comprehensive enough to meet your needs. Our buying capacities are unsurpassed and we possess every facility for warehousing and prompt shipping.

Since 1879, when our firm was founded, we have consistently maintained the policy of Liberal, Courteous Service to every Customer.

The future for the Canadian Grocery Trade is exceedingly promising. Our country has the resources and the energy to forge ahead and when the Peace

**40
Years
of
Honest
Liberal
Service**

Settlement is finally ratified and the world gets right down to business again we can anticipate a period of unusual progress in Canada.

We are fully prepared for this expansion, and can promise our patrons near and far even better than usual service.

*Write or wire and we will
send you all particulars*

S. J. Major, Limited

WHOLESALE GROCERS

Ottawa - - - Canada

Founded in 1879



The Soap That's Known Everywhere and Preferred Wherever Known

Palmolive Soap is sold to your customers before you even display it. They know Palmolive. Most of them use it now—it's the most popular soap on the market—and they'll buy it at your store. They'll include it in their regular grocery orders once they know you're stocking it.

And Palmolive is a good profit-maker.

The Palmolive Company of Canada, Limited
TORONTO

For Your Candy Counter

NOBILITY CONFECTIONERY

"Peerless," "Elgin" and "Nobility" Chocolates

**Delicious, toothsome Candies that
win approval wherever sold**

An extensive range of bulk lines also for those customers
who prefer to buy chocolates in this manner.

You can order any of these lines through your wholesaler.



NOBILITY CHOCOLATES, LIMITED

St. Thomas, Ontario

Selling Agents:

Maclure and Langley, Limited

MONTREAL

TORONTO

WINNIPEG

There's Quality Here To Back Your Recommendation

The sound selected fruit and the pure
cane sugar used in the making of

"CURLING" BRAND SEVILLE ORANGE MARMALADE

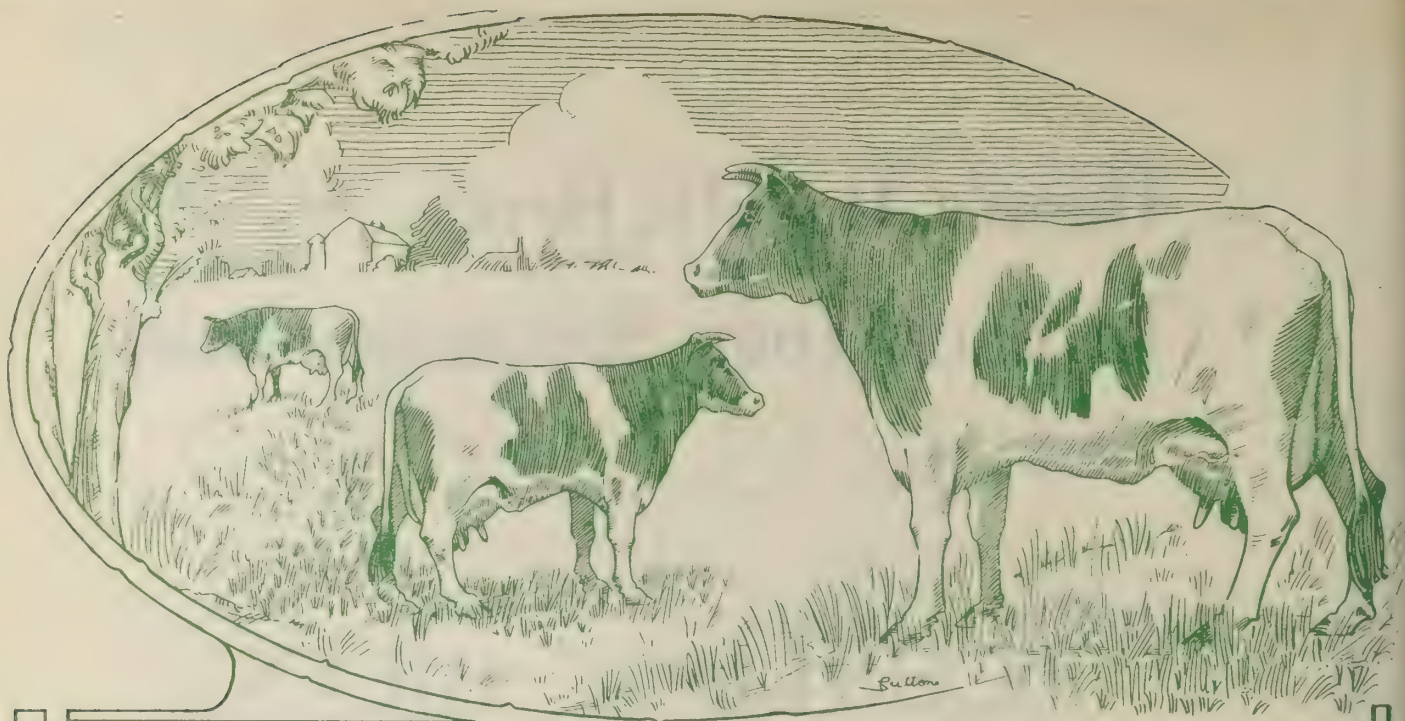


as well as the clean, sanitary methods employed in every part of its manufacture is a guarantee to both you and your customer of a really high-grade marmalade.

St. Williams Fruit Preservers, Limited
SIMCOE AND ST. WILLIAMS, ONT.

REPRESENTATIVES:

Maclure & Langley, Limited
Montreal TORONTO Winnipeg



Healthy Cows produce the Milk That's Used In **MALCOLM** **MILK PRODUCTS**



The farmers in the St. George, Ont., district justly pride themselves on the quality of the stock they raise, so that we are fortunately located indeed for the production of really high-class milk products.

MALCOLM'S MADE-IN-CANADA MILK PRODUCTS ARE NOT ONLY MADE IN CANADA, BUT ARE MADE WITH CANADIAN CAPITAL: ALL PROFITS REMAIN IN CANADA TO BUILD UP CANADIAN INDUSTRY.

GUARANTEED EQUAL TO ANY IMPORTED OR DOMESTIC BRANDS SOLD IN CANADA TO-DAY.

Malcolm Milk Products "take" well wherever sold. And our prices are such as will enable you to realize a handsome profit on every can you sell.

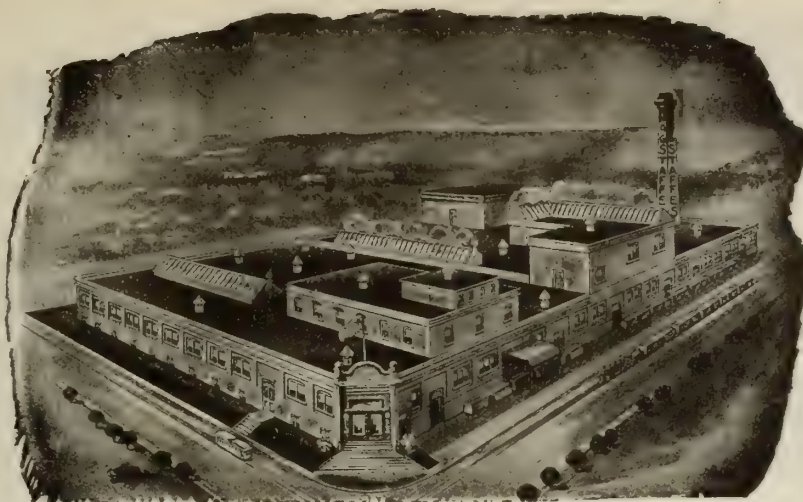
Our goods are put up attractively so as to make neat display—the productive display that really matters.

Ask your jobber to quote you and remember—we pay freight on 5-case lots or over up to 50c per 100 lbs.



The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



Queen Quality Pickles

Made by men who know how
to make Pickles that are “different.”

It will pay you to sell Queen Quality Pickles. Nowadays more and more people are taking their custom to the stores that carry the best, and Queen Quality Pickles are just the kind of goods that will satisfy the most critical quality-seeker.

Queen Quality Pickles are made from the very choicest selected stock, prepared with fine flavored vinegar and high grade spices. They are made under ideal conditions by men who know how.

If your jobber hasn't got Queen Quality Pickles in stock write us.

Taylor & Pringle Co., Ltd.
Manufacturers
OWEN SOUND

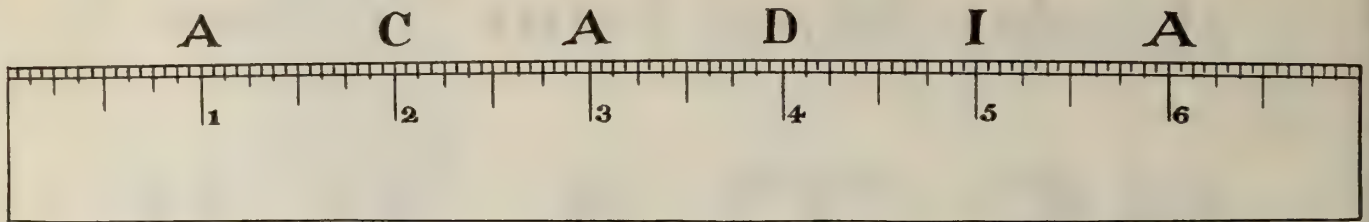
Distributors : MacLaren Imperial Cheese Co., Limited, Toronto
E. Cutmore, Brantford Fearman Bros., Hamilton Maclure & Langley, Winnipeg.

Order from Your Jobber

**"STAR"
BRAND**

**COTTON
CLOTHES LINES,
ROPE AND
WRAPPING
TWINES**

Manufactured in Canada



— A GOOD RULE —



is to let

THE ACADIA SUGAR REFINING COMPANY LIMITED

**Supply You With
Your Sugar Wants**

**put up in convenient
packages**

xxx Granulated In

Bbls. and Bags.

Half Bbls.

10 lbs. and 20 lbs. Bags

2 lbs. and 5 lbs. Cartons

Yellows

No. 1 Yellow in Bbls.
and Bags.

No. 2 Yellow in Bbls.
and Bags

No. 3 Yellow in Bbls.
and Bags

Cut Loaf In

Bbls. and Half Bbls.
25 lbs. and 50 lbs. Boxes

Icing In

Bbls. and Half Bbls.
25 lbs. and 50 lbs. Boxes
1 lb. Cartons, 20 to case
1 lb. Cartons, 50 to case

Everybody's Favorite

Make it your
big Summer
Seller

When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.

And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

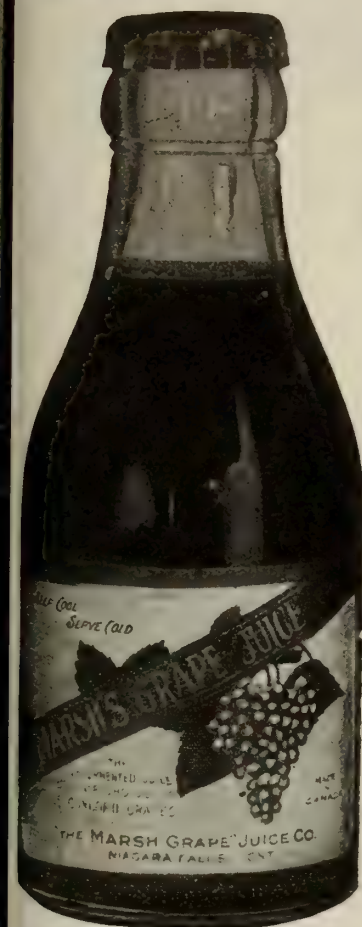
Stock Marsh's Grape Juice then and keep it well displayed. Back every sale with your strongest recommendation.

The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

The MacLaren Imperial Cheese Co., Limited, Toronto.
Rose & Laflamme, Limited, Montreal.





**“Just try this,
Mrs. Smith.
It’s ‘MAROMA,’
the new appetizer,
and I know
you’ll like it.”**

To know when you hand it over your counter that its goodness will surely please, to feel that it will more than live up to your recommendation—that is the confidence you are justified in having when you sell a customer a jar of

MAROMA

The New and Different Appetizer

If you have ever sold the famous *Blue Seal* Products you will know what a family of fast sellers *Maroma* comes from. After a trial you will want to have it in stock right along.

Maroma is dandy for fish and all kinds of grilled meats. One part *Maroma* and three parts cream on evaporated milk produces the finest mayonnaise dressing on the market at half the cost of all prepared salad dressings.

Send for that trial supply.

E. W. Jeffress, Ltd.

WALKERVILLE

ONTARIO

This \$150,000 Cow Sells

LIQUID VENEER

Is She Helping You?



—Read These Facts—

- 1st —Dealers who are displaying the Liquid Veneer Cow are **increasing their Liquid Veneer business.**
- 2nd—More people than ever before are buying Liquid Veneer because this Cow has aroused their curiosity and interest in Liquid Veneer.
- 3rd—Everybody wants to know what this World-Champion Cow has to do with Liquid Veneer.
- 4th —The big Liquid Veneer Cow Contest we are conducting and advertising this spring is something that actually brings flocks of people into your store, when you feature the contest in your window.
- 5th —**You** can make your **BIG PROFIT** on Liquid Veneer this spring, nearly **70%** on your investment, more **easily** and **quickly** than ever before by using the free advertising matter we will provide you.

Here's the Question!
Are YOU Going to Make This The
Biggest Liquid Veneer
Year You Ever Had?

If so, start now. Send the coupon.

Buffalo Specialty Company
 346 Ellicott St., Buffalo, N.Y.
 Bridgeburg, Canada

COUPON

Buffalo Specialty Company
 346 Ellicott St.,
 Buffalo, N.Y.

Please send me full particulars about
 the Liquid Veneer Cow, including free
 Advertising Matter which I agree to use.

NAME
 ADDRESS
 TOWN



Barnes Grape Juice

Barnes' Grape Juice is made from selected Concord grapes and has that rich, tempting "redness" — that suggestion of cool, refreshing goodness which makes sales.

Put the bottles where your customers will see them.

Suggest
a bottle or two of
BARNES
GRAPE JUICE
with every
Summer order

Selling an invigorating, refreshing and healthful Summer beverage like Barnes' Grape Juice will prove a big source of profit for you when the mercury begins to climb.

Every drop in every bottle of Barnes' Grape Juice is a pure, wholesome, delicious Concord. It hits the "spot." It "goes across" in a way that guarantees regular sales and the whole-hearted confidence of the consumer.

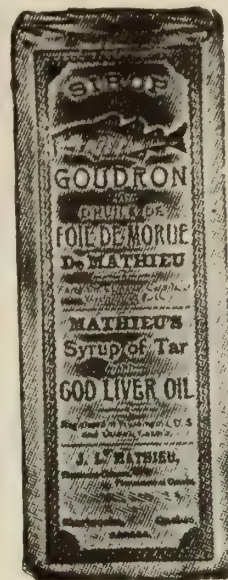
The
Ontario Grape Growing & Wine Mfg. Co.

ST. CATHARINES, ONT.

Here Are Two Dandy Remedies

Mathieu's

Syrup of Tar and Cod Liver Oil
Mathieu's Nervine Powders



Break up a cold
quickly



Not a cure-all but a
dandy remedy for
Headache, Neuralgia
and kindred complaints.

With the coming of Spring few escape the need of a remedy for Colds, Grippe and Pneumonia.

In Mathieu's Syrup of Tar and Cod Liver Oil you have a remedy that has won wide reputation.

Wherever displayed it has a ready sale, and its effective, curative powers win for you a permanent patronage.

Mathieu's Nervine Powders bring equal results, and their reliability is common knowledge.

Fever Pains, Headache and Neuralgia that accompany or follow colds are quickly removed by Mathieu's Nervine Powders, which act speedily and are perfectly safe.

The virtue of these remedies gives you an opportunity to serve your customers in a way that will be greatly appreciated. Let us send you a trial order of these two staple remedies.

J. L. Mathieu Company

SHERBROOKE

∴

QUEBEC

Two Good Ones
That Every Customer Will Buy

Holbrooks

Imported

WORCESTERSHIRE SAUCE

and

ROSE'S LIME JUICE

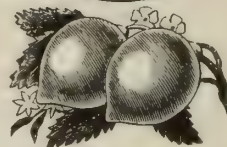


are two lines of proven excellence that every dealer can feature to good advantage.

Holbrooks Sauce appeals to the discerning taste because of its piquancy and its delicious "zest." It always repeats.

Rose's Lime Juice was a favorite half a century ago, and it still retains the favor of those who appreciate a healthful and invigorating beverage. Particularly suitable for Summer displays.

Send along a trial order for the two and don't forget that we supply **Imported Malt Vinegar, Tarragon Vinegar, Capers, Currie Powder, Custard Powder, all flavour; Egg Substitute, Ground Rice, Rice Flour, Potato Flour, Health Salts, and Bath Brick Powder.**



Holbrooks Limited

Toronto and Vancouver

Help Drive the Check Crooks Away From the Grocery Business



Illustration
is one-half
actual size
of machine

\$10⁰⁰

Safeguards Your Bank Account!

The Dimunette Check Protector is made by the oldest concern of its kind in the world. It brings for the first time "Standard Protection" within the purse of all. By "Standard Protection" is meant that process which shreds the paper and impregnates the fibre with acid-proof ink. *Standard Protection has never failed.*

Finished
in brushed
bronze
effect with
black and
nickel
trimming

SUPPOSE ONE OF YOUR CHECKS WAS RAISED TODAY

If you knew just who was going to cash every check you issued, you wouldn't need to protect any check.

But you *DON'T KNOW* into whose hands your next check will pass before it is cashed.

Suppose, for instance, one of your checks was raised to-day—from eight dollars to eighty; from six dollars to six hundred.

Unless it has "effectual protection" your check will be cashed by the bank. How are you going to prove that it was not your fault?

You may never have had one of your checks

raised by an unscrupulous check crook. Perhaps you never will.

But unless you use standard protection — you can *never be sure.*

Don't imperil your bank account, your good name, your future, by neglecting your duty.

The jobbers in the grocery trade are alive to the situation. They know that on this continent alone last year crooks "got away with"

over \$20,000,000. They are co-operating to provide every merchant with "standard protection" at the lowest possible cost.

Talk with the first jobber's representative who calls. Let him show you the Dimunette Check Protector. This simple, sturdy approved device costs only \$10.00. Its use defies the wiles and skill of any check crook.

If your bank account is worth \$10.00 you need this *legal* check protector —and you need it right away.

If your jobber can't supply you, write us at once.

DIMUNETTE
CHECK PROTECTOR

For Personal and Business Use

W. G. PATRICK & CO., Limited

Canadian Distributors for Defiance Check Writer Corporation

MONTREAL

TORONTO

WINNIPEG



Stuart's Jams

Make Better Jam Sales

WE know that you will appreciate the trade winning qualities of Stuart's. Stuart Quality and Stuart Purity will captivate the taste of the critical jam user.

If you are not now selling Stuart's, make a start this season. And remember that the Stuart Label guarantees the jam to be all that your customer would like it to be.



STUART LIMITED
SARNIA, ONT.

PANCAKE



SELF RISING FLOUR

**The Flour
that
simplifies
the making
of
Good Pancakes**

Pancakes — Muffins — Gems — “just like mother used to make” — toothsome, delicious and altogether delightful! It's such a simple matter when she uses **White Swan** (Self - Rising) P a n - cake Flour.

Ready for instant use the moment she opens the package. Nothing to add but water.

Put this package on your counter and increase your sales. Your jobber can fill your order for any White Swan line, including

Wheat Kernels, Wheat Flakes, Self-Rising Biscuit Flour, Diet Flour, Spices, Extracts, Baking Powder, Jelly Powders, Coffees, etc.

For Sale At All First-Class Grocers.

White Swan Spices & Cereals
Limited

156 Pearl St.

Toronto



Genuine Consumer Satisfaction

Every
Can of

NO-VARY

Pure
Foods



by its purity, delicious flavor and unexcelled quality, creates consumer good-will for the grocer who sells it.

Join to-day the thousands of Canadian grocers who turn the prestige and sales-creating, consumer-satisfaction power of NO-VARY quality groceries to their own profit.

Stock the complete NO-VARY line. The goodness of one NO-VARY food product sells others. Combined, their attraction is irresistible. Order dependable NO-VARY PURE FOODS now from the distributor nearest you.

DISTRIBUTORS:

Brandon Grocery Co., Ltd., Brandon, Man.
Camrose Grocery Co., Ltd., Camrose, Alta.
Medicine Hat Grocery Co., Ltd., Medicine
Hat, Alta.
Moose Grocery Co., Ltd., Moose Jaw, Sask.
MacLean Grocery Co., Ltd., Regina, Sask.

Red Deer Grocery Co., Ltd., Red Deer,
Alta.
Swift Current Grocery Co., Ltd., Swift
Current, Sask.
Simington Co., Ltd., Calgary, Alta.
Weyburn Grocery Co., Ltd., Weyburn, Sask.

No-Vary Products Co., Limited
WINNIPEG

Classified Directory of Store Equipment Advertisers

Abattoir Doors

John Hillock & Co., Toronto.

Automatic Computing Scales

International Business Systems, Ltd. (Dayton Scales), Toronto.

Broom Racks

Walter Woods & Co., Hamilton, Ont.

Butter Dishes

H. P. Eckardt & Co., Toronto.
Oval Wood Dish Co., Tupper Lake, N.Y.
Walter Woods & Co., Hamilton, Ont.

Bone Cutters

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Butcher and Grocer Clothing

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Butter Tubs

Walter Woods & Co., Hamilton, Ont.

Butter Paper

Walter Woods & Co., Hamilton, Ont.

Butter Cooler, Dry Air

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Cafeteria Equipment

John Hillock & Co., Toronto.

Cake Cases

Walker Bin & Store Fixture Co., Kitchener, Ont.

Candy and Cigar Show Cases

Walker Bin & Store Fixture Co., Kitchener, Ont.

Cash Carriers

Gipe-Hazard Store Service Co., Ltd., Toronto, Ont.

Cheese Cutters, Computing

Computing Cheese Cutter Co., Windsor, Ont.

Coffee Mills

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Hobart Mfg. Co., Toronto.

Cold Storage Counters

John Hillock & Co., Toronto.

Cold Storage Doors

John Hillock & Co., Toronto.

Cold Storage Insulations

John Hillock & Co., Toronto.

Computing Scales

Brantford Computing Scale Co., Brantford, Ont.
Canada Scale & Slicer Co., Bowmanville, Ont.
International Business Machines, Ltd., Toronto.

Cordage

Walter Woods & Co., Hamilton, Ont.

Counter Refrigerators

Walter Woods & Co., Hamilton, Ont.

Counters

John Hillock & Co., Toronto.

Curb Pumps for Oil and Gasoline

S. F. Bowser & Co., Inc., Toronto and Fort Wayne, Ind.

Delicatessen, Cafe and Grocers' Cooler

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Dishes, Butter, Lard, Etc.

Oval Wood Dish Co., Tupper Lake N.Y. Canadian agents, Victoria Paper & Twine Co., Toronto.

Display Stand and Mist Stand

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Display Counters

Jno. Hillock & Co., Toronto.
Walker Bin & Store Fixture Co., Kitchener, Ont.

Egg Carriers

Walter Woods & Co., Hamilton, Ont.

Egg Case Fillers

Millar Bros., Montreal.
Trent Mfg. Co., Trenton, Ont.

Egg Carton Fillers

Trent Mfg. Co., Trenton, Ont.
Millar Bros., Montreal.

Egg Case Cushion Fillers

Trent Mfg. Co., Trenton, Ont.

Egg Case Corrugated Flats

Trent Mfg. Co., Trenton, Ont.
Millar Bros., Montreal.

Filling Station Equipment

S. F. Bowser & Co., Inc., Toronto and Fort Wayne, Ind.

Fish and Poultry Box Refrigerators

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Fish Counters

John Hillock & Co., Toronto.

Fruit and Vegetable Stands and Counters

Walker Bin & Store Fixture Co., Kitchener, Ont.

Gasoline Meters

S. F. Bowser & Co., Inc., Toronto.

Gasoline Pumps, Self-Measuring

S. F. Bowser & Co., Inc., Toronto.

Gasoline Tanks

S. F. Bowser & Co., Inc., Toronto.

General Store Fixtures

Walker Bin & Store Fixture Co., Kitchener, Ont.

Hand Pumps, Oil and Gasoline

S. F. Bowser & Co., Inc., Toronto.

Insulations

Jno. Hillock & Co., Toronto.

Ice Cream Cabinets

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Ice Machines

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Kerosene Pumps, Self-Measuring

S. F. Bowser & Co., Inc., Toronto.

Kerosene Tanks

S. F. Bowser & Co., Inc., Toronto.

Lunch Room Equipment

Jno. Hillock & Co., Toronto.

Lubricating Oil Storage Systems

Meat Grinders

The W. A. Freeman Co., Ltd., Hamilton, Ont.
Walter Woods & Co., Hamilton, Ont.

Meat Blocks

W. A. Freeman Co., Ltd., Hamilton, Ont.

Meat Market Equipment

John Hillock & Co., Toronto.

Meat Slicers

Brantford Computing Scale Co., Brantford, Ont.
Canada Scale & Slicer Co., Bowmanville, Ont.
Hobart Mfg. Co., Toronto.
The W. A. Freeman Co., Ltd., Hamilton, Ont.
International Business Machines, Ltd., Toronto.

McCaskey Systems

McCaskey Systems, Ltd., Toronto, Ont.

Motor Trucks

Ford Motor Co., Ford City, Ont.

Office Panellings

Walker Bin & Store Fixture Co., Kitchener, Ont.

Oil Meters

S. F. Bowser & Co., Inc., Toronto.

Oil and Gasoline Storage and Distributing System (Portable)

S. F. Bowser & Co., Inc., Fort Wayne, Ind.

Oil and Gasoline Self-Measuring Pumps

S. F. Bowser & Co., Inc., Fort Wayne, Ind.

Oil Filtering and Circulating Outfits

S. F. Bowser & Co., Inc., Toronto.

Oil Tanks

S. F. Bowser & Co., Inc., Toronto.

Paper

E. B. Eddy Co., Hull, Que.
Walter Woods & Co., Hamilton, Ont.

Paper Balers

H. P. Eckardt & Co., Toronto.
Walter Woods & Co., Hamilton, Ont.

Paint Oil Storage and Handling Systems

S. F. Bowser & Co., Inc., Toronto.

Paper Bags

E. B. Eddy Co., Hull, Que.

Patented Bin, Counters and Fixtures

Walker Bin & Store Fixture Co., Kitchener, Ont.

Plain Panel Counters

Walker Bin & Store Fixture Co., Kitchener, Ont.

Pumps, Hand and Power, for Oil and Gasoline

S. F. Bowser & Co., Inc., Toronto.

Pumps for Molasses

Walter Woods & Co., Hamilton, Ont.

Pumps for Vinegar

Walter Woods & Co., Hamilton, Ont.

Refrigerators

Eureka Refrigerator Co., Owen Sound, Ont.
The W. A. Freeman Co., Ltd., Hamilton, Ont.
John Hillock & Co., Toronto.
Walter Woods & Co., Hamilton, Ont.

Refrigerator Counters

The W. A. Freeman Co., Ltd., Hamilton, Ont.
Walker Bin & Store Fixture Co., Kitchener, Ont.
John Hillock & Co., Toronto.

Refrigeration Systems

The W. A. Freeman Co., Ltd., Hamilton, Ont.

Restaurant and Cafeteria Equipment

John Hillock & Co., Toronto.
Self-Measuring Pumps for Oil and Gasoline
S. F. Bowser & Co., Inc., Toronto.

Show Cases

John Hillock & Co., Toronto
Walker Bin & Store Fixture Co., Kitchener, Ont.
Walter Woods & Co., Hamilton, Ont.

Slicing Machines

Brantford Computing Scale Co., Brantford, Ont.
Canada Scale & Slicer Co., Bowmanville, Ont.
Hobart Mfg. Co., Toronto.

Sectional Wall Cases

Walker Bin & Store Fixture Co., Kitchener, Ont.

Tanks for Oil and Gasoline, Kerosene

S. F. Bowser & Co., Inc., Toronto.

Tanks for Underground Storage

S. F. Bowser & Co., Inc., Toronto.

Tables

Walker Bin & Store Fixture Co., Kitchener, Ont.

Time Clocks

International Business Machines, Ltd., Toronto.

Twine

Walter Woods & Co., Hamilton, Ont.

Underground Tanks

S. F. Bowser & Co., Inc., Toronto.

Vinegar Measures

Walter Woods & Co., Hamilton, Ont.

Wall Case Shelving (Open)

Walker Bin & Store Fixture Co., Kitchener, Ont.

Wrapping Paper

Walter Woods & Co., Hamilton, Ont.

Wheel Tanks for Lubricating Oil and Gasoline

S. F. Bowser & Co., Inc., Toronto.

Walker Bin Display Counters

Walker Bin & Store Fixture Co., Kitchener, Ont.



THE DISH THAT CARRIES DISTINCTION

How much food sticks to the wrapping or dish you use?

How much food soaks into the dish or wrapping?

Are you bending every effort to save food distributed through your hands?

If you are conscientiously trying to co-operate with food conservation measures, you not only apply good methods to purchase and storage of foods, but get it into the hands of your customer without waste or contamination.

And in that case the Riteshape dish will interest you. The Riteshape dish is made from hard maple; it will not soak up the juices and oils of its contents.

The Riteshape carries the food from your store to the home without loss or damage.

Your customer can take ALL the food she bought out of a Riteshape dish.

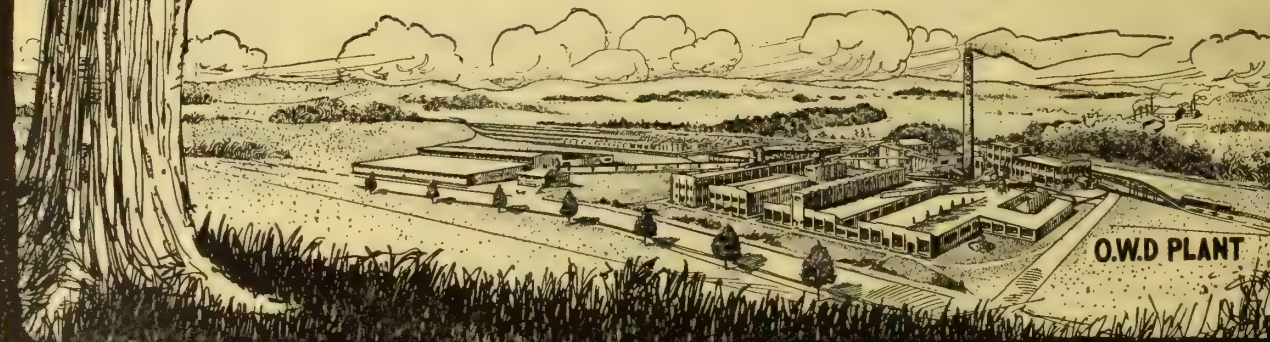
Ask Your Jobber or

The Oval Wood Dish Co., Inc.

Manufacturers
TUPPER LAKE, N. Y.

Victoria Paper & Twine Co.

Distributors
TORONTO, MONTREAL, HALIFAX



The Moment of Opportunity for Retail Merchants

THE next few years will mark a tremendous change in the business of retailing.

Here and there out of the mass of small businesses, big retail establishments will spring up.

Every community will see some few stores rise rapidly above Ordinary Success to Big Success.

Opportunity is knocking now at every merchant's door.

For, to-day, the handicap that once set a limit to a store's expansion no longer exists. The trading area, which is the area to which goods may be delivered profitably, has been greatly extended.

The store in the centre of the town can serve customers on the outskirts. The east-end store can deliver goods in the west end.

The whole community is laid open to competition. And in this fair field the live merchant must win.

Railway Transportation revolutionized trade. It made Big Business possible. By opening up distant markets, by moving goods rapidly at comparatively low cost, Railway Transportation built up big central successes.

Motor Transportation, now reduced to a low-cost basis, will produce, in local trading, results similar to those effected in national markets by Railroad Transportation.

As men everywhere grasp this idea, as they seize the opportunity for business growth that now presents itself, the retail business will be operated on a higher, more efficient plane. The public will be better served. Larger and more varied stocks will be offered for sale. Better and bigger stores will appear.

The Ford One-Ton Truck makes available this opportunity. It is motor transportation at low cost—low first cost, low maintenance cost, low operating cost.

A large investment in equipment is not needed. Every business that is paying cartage bills or maintaining a delivery system can employ Ford Trucks economically.

A small outlay will motorize your deliveries and open to you the opportunity for business expansion.

Complete Ford Trucks in Two Standard Body Types Now Ready for Immediate Delivery

The Ford Truck Chassis is being used with hundreds of special body types in every line of business. But, ordinary hauling and delivery work can be best adapted to two standard types—the Stake Body and the Express Body.

These two body types are kept in stock by Ford Dealers and Ford Branches, ready for immediate delivery. They insure the maximum efficiency from the Ford Truck. They give the buyer of a Ford Truck the recognized benefits of Ford production.

Both types have the Enclosed Cab with the two-way windshield which gives the driver proper protection from the weather. This Cab—a Ford feature—is warm in winter and cool in summer. It may be ordered with or without doors as desired.

See These Complete Trucks

No question affecting the future of your business is quite as important as this question of motor deliveries. Can you afford to evade it? Will you wait until your competitors force it on you as a defensive measure?

Seize the opportunity to enlarge your field of business. Consult the Ford Dealer. Let him solve your delivery problem. Act. To-day.

Ford One-Ton Truck (Chassis Only) \$750.00 f. o. b. Ford, Ont

Freight charge to London, \$15.00; Toronto, \$17.00; Montreal, \$22.00; St. John, \$31.00; Winnipeg, \$47.00; Regina, \$63.00; Saskatoon, \$66.00; Calgary, \$77.00; Vancouver, \$93.00.

For either Stake or Express Body, in lead coat with cab but without doors

\$128.50	.....	F.O.B. Ford
\$133.00	.....	F.O.B. London
\$134.00	.....	F.O.B. Toronto
\$135.00	.....	F.O.B. Montreal
\$137.00	.....	F.O.B. St. John

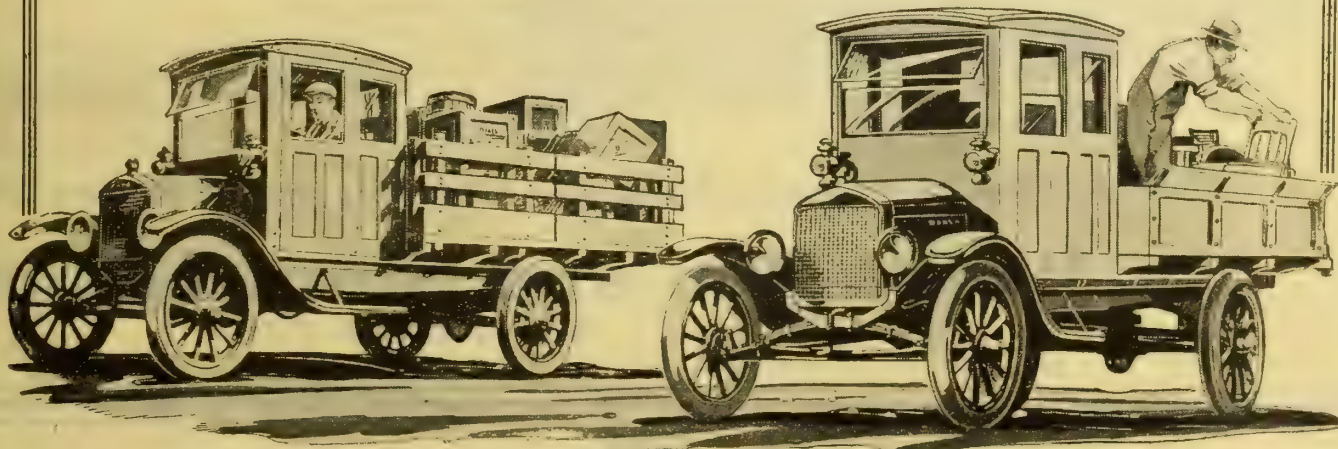
Ford

For either Stake or Express Body, in lead coat with cab but without doors

\$140.00	.....	F.O.B. Winnipeg
\$143.00	.....	F.O.B. Regina
\$143.00	.....	F.O.B. Saskatoon
\$147.00	.....	F.O.B. Calgary
\$151.00	.....	F.O.B. Vancouver

If painted job desired, add \$4.00 to above prices. If doors desired on cab, add \$6.00 to above prices.

Ford Motor Company of Canada, Limited, Ford, Ontario





Let's Talk Store, Consider

Modern equipment is just as important to the well-being and success of that store of yours as a good main-spring is to the accuracy of the watch in your pocket.

If the main-spring is faulty then surely



NO. 24—SALESMAN

Quartered Oak or Mahogany finish in stock, 4', 6' and 8' long. High grade, medium price.



COMBINATION X SECTIONAL WALL CASE

with varied size Patent Bins. All sections interchangeable, can be changed in length, moved about or taken down by any man or his clerks. Cost no more than display front counters, and while bins have same capacity as counter, you have shelving above gratis for canned, bottled and package goods. Making in large lots reduces the price in comparison with counters.

Write to-day for a copy of the Walker Bin catalogue, with floor plan and idea of requirements. Look it over. Picture the way your store would look if equipped the Walker Bin way. Then if you decide to buy we'll send you quotations.

See Store Interiors of Walker Bin Equipment in this issue on Reading Matter

The Walker Bin and Store Fixture

KITCHENER, ONT.

About Your Mr. Dealer

the Facts

is illogical to expect the
atch to keep correct time.

at it is no more illogical than
expect your business to
keep time"—to progress—to
expand—if the main-spring—
the store equipment is 50 years
out of date.

Don't think that because these
web-collecting lumber
elves and counters answered
the purpose in the days when
George Brown and Sir John
McDonald were shaping the
political destiny of Canada
that these antique relics of by-
gone days are all sufficient for
today's success.

Get a bit of it. Time-saving,
labor-saving, money-making
equipment such as Walker Bin
fixers you is the tonic that your
business needs right now. Clear
away the lumber fixtures once
and for all. Have a general
spring cleaning this Spring and
keep these poor apologies away
with the other rubbish.

Write us anyway. You
won't obligate yourself
in the least.

ages

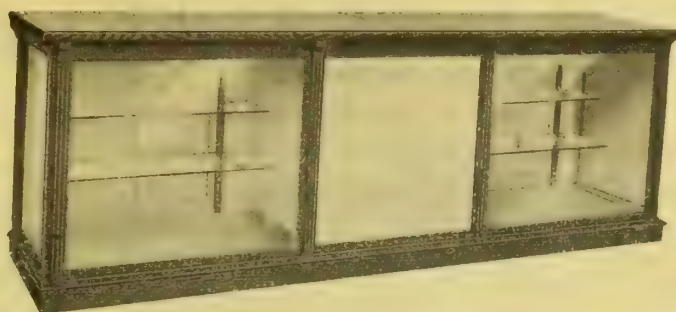
Co., Ltd.

Showing You Three Pieces of Equipment for the Modern Store



NO. 3 UNIVERSAL COUNTER

Three rows of bevel displays in line of vision. The glass in top row 4" x 10"; middle row 6" x 10"; lower 8" x 10", giving assorted displays of small capacity, affording a maximum display with minimum stock. Three different-sized bins in rear.



NO. 9—REFRIGERATOR COUNTER

Best medium-priced Counter made in Canada. 9' and 11' lengths. Glass display or marble top.



COUNTER NO. 7

Plain Panel Counter, 37" high, 26" wide top. A cheap counter, well made and slightly in any department or retail trade. Rear equipment as required. Bins for nails, groceries, etc., or shelves.

Whatever your equipment problem may be
put it up to us. Let's get together on it NOW.

We have

Safe Pack Waterproof Paper

Shippers should know about it

WALTER WOODS & CO.

HAMILTON AND WINNIPEG



EUREKA REFRIGERATORS

are
Made in Canada
by
Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable

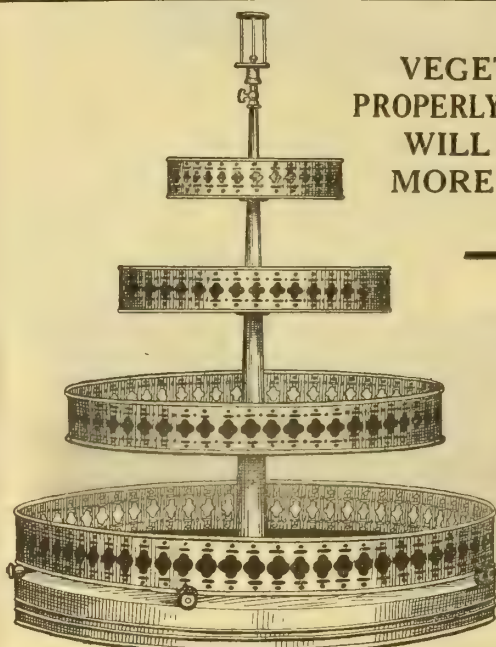
Built to last a Lifetime

Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Hamilton, Montreal



VEGETABLES
PROPERLY DISPLAYED
WILL BRING
MORE TRADE

Illustrated
Catalogue
on
Request

DISPLAY STAND and MIST MACHINE

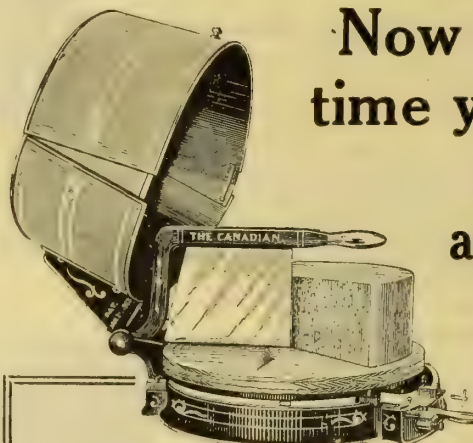
Keeps Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

THE W.A. FREEMAN COMPANY, LIMITED
HAMILTON - ONTARIO

Branches at TORONTO MONTREAL WINNIPEG



The CANADIAN Open

Now is the
time you will
really
appreciate
it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in 1/4, 1/2 and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$15.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

An Important Cane Product That Will Put Money In Your Cash Drawer



Cane's Pencils are put up in nice counter stands, as here illustrated. Half of the contents stick up in a way that suggest sales and keeps the pencils going strong. They are a Made-in-Canada product and are giving splendid satisfaction wherever used.

Put Cane's Pencils on your counter, where school children and their mothers can see them. The display will be sure to sell.

The Wm. Cane & Sons Co.

Newmarket, Ontario

VOL-PEEK 15¢



MENDS HOLES IN
POTS & PANS IN
TWO MINUTES
WITHOUT TOOLS

Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, \$2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)

KEYSTONE

HOUSEHOLD BRUSHES



There is a "Keystone" Household Brush for every conceivable use. The purpose of the brushes vary, but the quality is the same—"Keystone" quality that insures long and satisfactory service. When you sell "Keystone" Brushes repeat orders are a certainty.

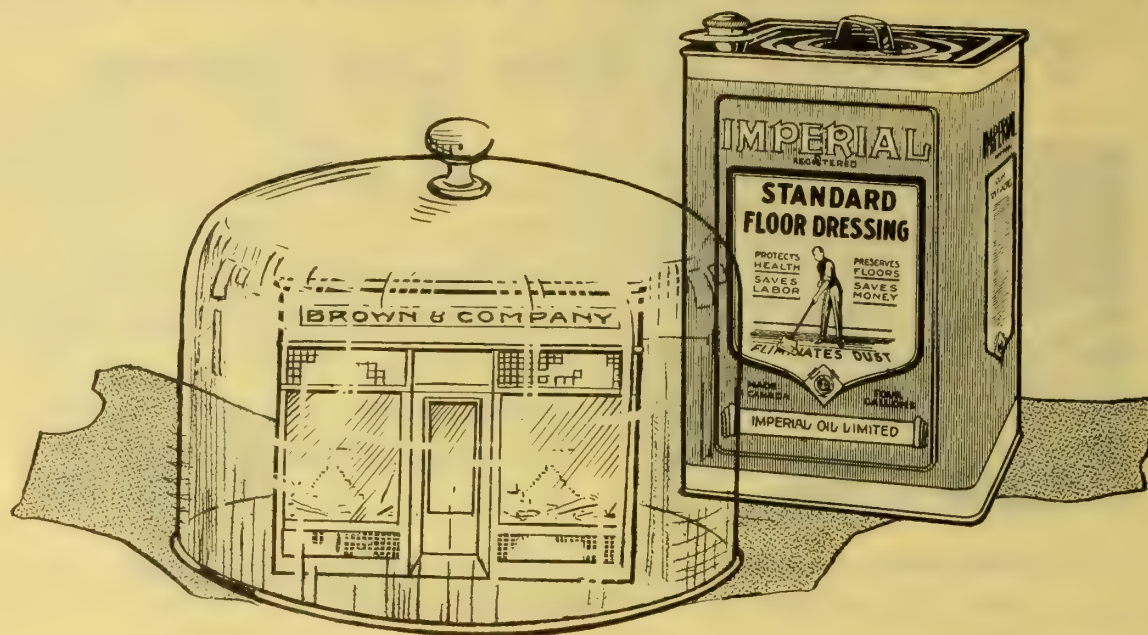
For prices, etc., write

Stevens-Hepner Co. Limited

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -



Insure Your Reputation for Spotless Cleanliness

Any store draws trade when it has a reputation for fresh, bright stock and clean floors. Customers are attracted by clean stock as much as by any other feature of store service.

STANDARD Floor Dressing

the non-evaporating, sanitary wood-**preservative** thoroughly cleans the surface of wood, linoleum and oil-cloth. It also **effectively prevents dust from rising**.

Imperial Standard Floor Dressing holds the dust so that it can be collected and removed from the store.

One gallon is sufficient to cover 500 to 700 square feet of floor space and last for several months. It is easily and quickly applied with an ordinary sprayer. Get a supply and apply it to your floors and shelves—ask the Imperial Oil man when he calls or ask our nearest branch.

IMPERIAL OIL LIMITED
BRANCHES IN ALL CITIES



A FAR SEARCH FOR FLAVOR

Its importance to the quality dealer

Fine flavor in fruits and vegetables is what "good breeding" is in people. One is just as much a matter of careful cultivation as the other. Both are developed only under the most favorable environment.

That explains why the 89 model establishments where DEL MONTE Canned Foods are packed — each one shown by a little red dot on this map — are situated in the most favored spots of Nature, every location having been selected for its special fitness to produce certain products of finer flavor and finer quality than can be obtained elsewhere.

It further explains why we own and operate thousands of acres of the most highly developed orchards and gardens in many of these favored sections — why you will find DEL MONTE kitchens in the richest pineapple-growing sections of far-off Hawaii — in the fertile delta lands of the Sacramento River, where grows the world's finest asparagus — in Alaska, from whose cold northern waters the choicest salmon are caught — in fact, it is the same with pears, apricots, plums, prunes, beans, peas, tomatoes and all the other delicious varieties included in the DEL MONTE line. All are grown where they attain their finest flavors. In each is that delicious flavor preserved intact.

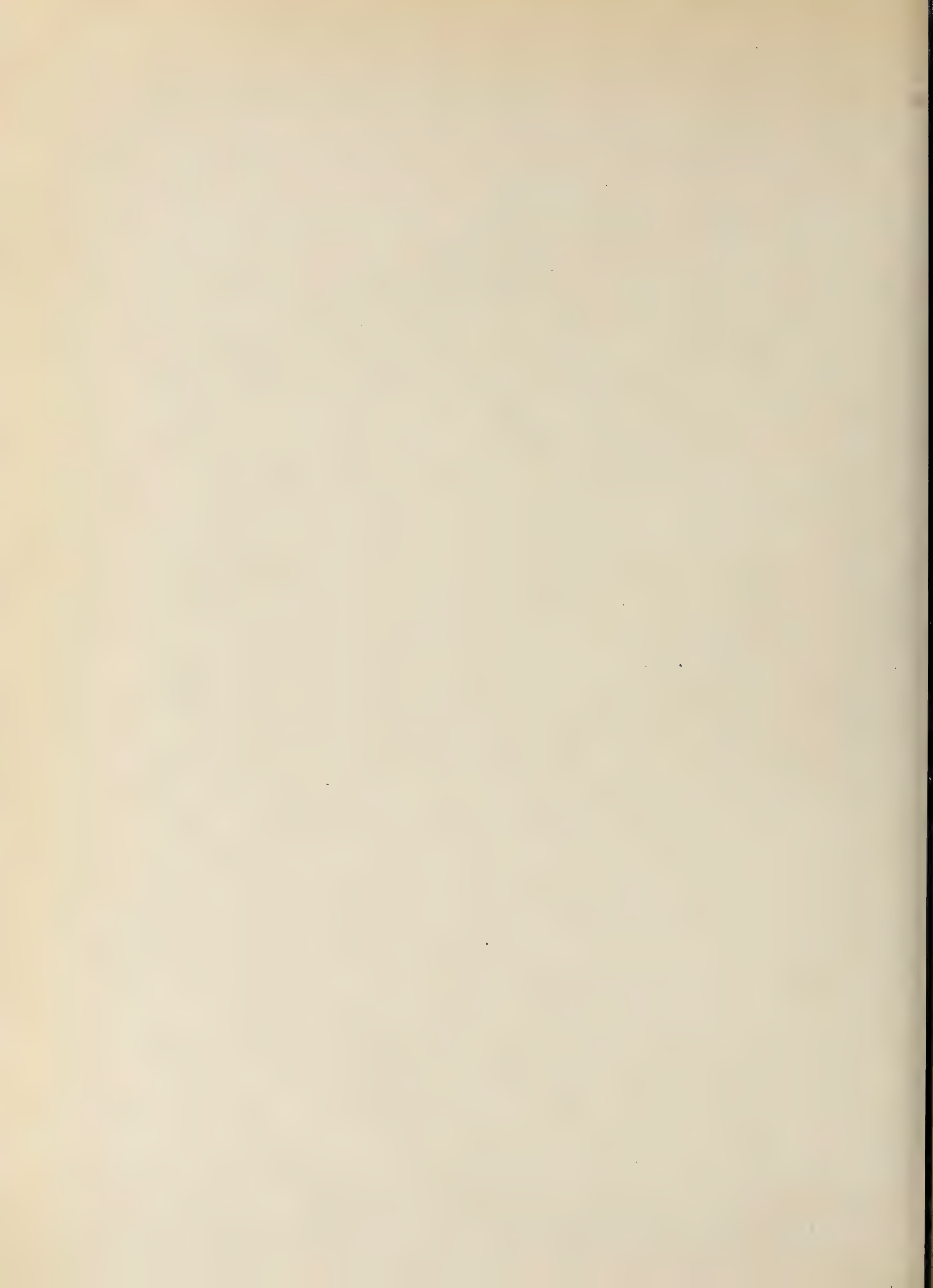
And these are the reasons why quality dealers the world over are careful to see that their customers can always get DEL MONTE Products.

CALIFORNIA PACKING CORPORATION
San Francisco, California

The Red DEL MONTE Shield on Canned Foods is a guarantee of supreme quality, purity and flavor covering the following wide line:

Peaches, sliced
peaches, grapes,
plums, loganberries,
cherries, apricots,
pears, blackberries,
Hawaiian pineapple.
Catsup, tomatoes,
tomato sauce,
asparagus, spinach,
sauerkraut, beans,
pumpkin, peas, beets,
pimientos, chile
peppers, olives, olive
relish, jellies, jams,
preserves, honey,
Maraschino cherries,
prunes, raisins, tuna,
salmon, and many
other varieties





Characterized by Superior Flavor

Gosse-Millerd's

OCEAN PRODUCTS

Every tin contains a
Sea Food of highest
Quality.

Processing and
packing perfected
through years of ex-
perience.



Into every can bearing the Gosse-Millerd label goes as high a quality fish as the Pacific Ocean contains. The pick of the season's catches processed and put up in a way that guarantees customer satisfaction.

Order a Supply.

Gosse-Millerd Packing Co., Limited

597 Hastings St., Vancouver

Brokers: Donald H. Bain & Co. - Head Office: Winnipeg

Three Sellers From Vancouver

WAFFLE TABLE SYRUP

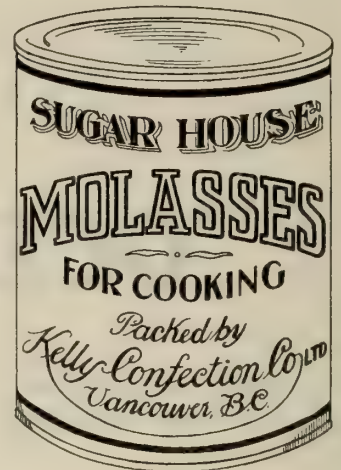
Just as good as pure Maple Syrup and costs 100% less. Economical and wholesome.



SUGAR HOUSE MOLASSES and BLACK STRAP BRAND MOLASSES

British Products packed in the most modern plant in Canada. You'll need a good stock of these two when once your trade "gets wise" to their real merits.

Any of the agents listed below can fill your orders on these lines promptly and satisfactorily.



Packed by
Kelly Confection Co. LTD.
Vancouver, B.C.

Distributing Agents :

MASON & HICKEY, Winnipeg, Brandon, Regina, Saskatoon.
TEES & PERSSE, Calgary, Edmonton.



King-Beach
Pure



Jams and Marmalade

Combining supreme deliciousness
with unstinted purity and goodness,

KING-BEACH

Pure Jams and Marmalade

offer the dealer a selling proposition
with unusual possibilities.

To buy "K-B" Jams once is to buy
them regularly. And there's a rea-
sonable margin on every sale.

Look for the "K-B" on every label.



Canada Food Board License No. 14-116

The King-Beach Mfg. Co., Ltd.
MISSION CITY, B.C.

SELLING AGENTS

MASON AND HICKEY

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon, Vancouver.

BUYERS OF TEA

Buyers of tea are requested to send their enquiries to J. W. BERRY who will give same his personal and careful attention.

J. W. BERRY is in close touch with every tea market and the economic conditions of buying best suited to each case.

This is a very good time to place your orders, as the laid down price is very much lower owing to the heavy drop in ocean freights (this was to be expected). This

amounts to just about 9 cents per lb., that is, a cubic ton of tea of 800 lbs. now costs \$30 a ton; six months ago it was \$100 a ton, a difference of \$70 a ton. Here is the reason why tea can now be imported at a much lower rate.

J. W. BERRY promises to give all buyers of bulk tea who will place their import business in his hands a fair and a square deal.

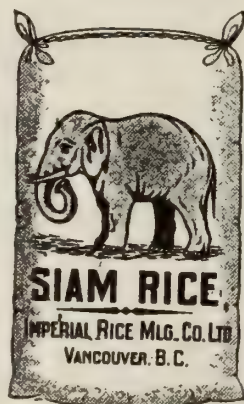
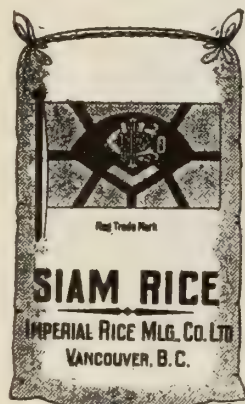
Bankers, Bank of Nova Scotia

Office, 33 Bank of Hamilton Building, VANCOUVER

Warehouse, 349 Railway Street

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton, Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

ALBATROSS BRAND



TRADE MARK

CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**



PILCHARD

EMPTY CONTENTS AS ABOVE SHOWN

DIRECTIONS.
WHEN REQUIRED
NOT PLACE THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

O'LOANE, KIELY & CO., LIMITED

Head Office: VANCOUVER, CANADA

Associate Offices: SEATTLE and SAN FRANCISCO

EXPORT AND IMPORT MERCHANTS AND COMMISSION AGENTS. DISTRIBUTORS TO WHOLESALE AND MANUFACTURERS. Having Selling Agents in all Wholesale Cities in Canada and in many of the Principal Cities in the United States of America.

WE SOLICIT RELIABLE ACCOUNTS

25 Years' Experience in Wholesale Grocery and Kindred Lines

DOMESTIC AND EXPORT SPECIALTIES

Canned and Cured Fish, including Canned Salmon, Pilchards, Herring, Sardines, Clams, Fish Paste, Whale Meat, Salt Herring, Pilchards and Salmon in Barrels. Canned Fruits and Vegetables; Dried Fruits and Vegetables; Jams, Jellies, Preserves; Canned Milk, Cocoanut, Apples, Potatoes and Onions; Dried Peas, Beans, Rice.

IMPORT SPECIALTIES

Food Products of all kinds—Beans, Peas, Maize, Seeds, Rice, Tapioca, Products; Sago, Cocoanut, Pepper, Cassia, Ginger, Chillies, Spice of all kinds; Egg Products, Starch, Sulphur, Matches, Peanuts, Walnuts, Jams, Fruit Pulp, Honey, Dried Fruits, Currants, Onions. Meat Works By-Products—Lard, Tallow, Grease, Sausage Casings, Hides, Skins, Pelts, Canned Meats, Wool, Copra, Cocoanut Oil, Soya Bean Oil, Rape Seed Oil,

**Buying Agents
for all
Canadian and
American Pro-
ducts**

China Wood Oil, Fish Oil, Linseed Oil, Castor Oil, Cotton Seed Oil, Peanut Oil, Jute, Hemp, Gunnies, Stock Foods, Linseed Cake and other Cakes and Meals, Rubber, Tin.

**Consignments
Foreign Produce
reliably handled
on
Commission Basis**

Proprietors and Exclusive Selling Agents of the following Canned Fish:



O.K. Brand Sockeye Salmon
Victory Brand Red Spring Salmon
Pacific Chief Brand Pink Salmon
Equality Brand Chum Salmon
Sweepstakes Brand Cohoes Salmon
PILCHARDS—HERRING—CLAMS



REFERENCE:

Dominion Bank
of Canada



Cable Address:
"BRITSALMON"
All Commercial
Codes

If You Need Oriental Produce You Should Get Our Prices

Our buying power and the wide field that we cover enable us to quote you very advantageously.

IMPORTS

Wholesale Grocers

Wholesale Druggists

Pepper—Ginger—Cloves—Nutmegs—Cassia
Sago—Tapioca—Cocoa Beans—Egg Albumen—Isinglass—Senna
—Rattans—
Quinine—Camphor—Alum—Eucalyptol
Peanuts - Salmon

EXPORTS

We have an established organization of years' standing to take care of your product in CHINA and JAPAN. If you are interested in the Oriental Field—write for particulars.

R. G. Bedlington & Co., Ltd., Vancouver
Importers **BROKERS** Exporters

Established 1905

We are open to negotiate for a high class live manufacturer's line.

Attention! BUYERS for—

Biscuit and Confectionery Mfrs.

Wholesale Coffee and Spice

MANUFACTURERS

*Are You Represented in
the British Columbia Territory?*

Oppenheimer Bros., Ltd.

134 Abbott Street, Vancouver, B.C.

Branch Offices:

Victoria and Prince Rupert

Selling Agents for Food Products

Sixteen years' successful experience, and representing only the best concerns in their respective lines.

DIRECT IMPORTER
OF
BEANS, RICE, PEANUTS

And other Oriental Products

Communicate with us before you buy

Established
1883

S. TAMURA

Head Office
KOBE

Tamura Bldg.,

VANCOUVER, B. C.

**EVERY FACILITY TO
SELL, STORE,
DISTRIBUTE AND FORWARD
Your Products in this Territory**

42,000 feet floor space

Wharfage

Trackage

Customs clearances attended to

We represent a number of reliable manufacturers—sell their products and distribute their cars.

WHY NOT YOURS?

J. L. TORRY & CO., LTD.

1176-1180 HOMER ST. BROKERAGE,
STORAGE,
DISTRIBUTION

VANCOUVER
British Columbia

A Palatable Tonic Wine



Made from extract of beef and carefully selected Port Wine.

Dr. Chiron's Invalid Tonic

is as palatable and as exhilarating as the wines of former days. The only difference is the percentage of alcohol.

A clean, wholesome, blood-enriching home beverage that you can honestly recommend.

The Wholesale Grocery Trade handles it.

BROTMAN BROS., Manufacturers

WINNIPEG

Wantmore PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts. Healthful, nutritious and palatable. Physicians recommend it for children. When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more. Its goodness will keep it repeating and you make a good profit on every sale. Ask your jobber for it, or write direct to us

R.L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

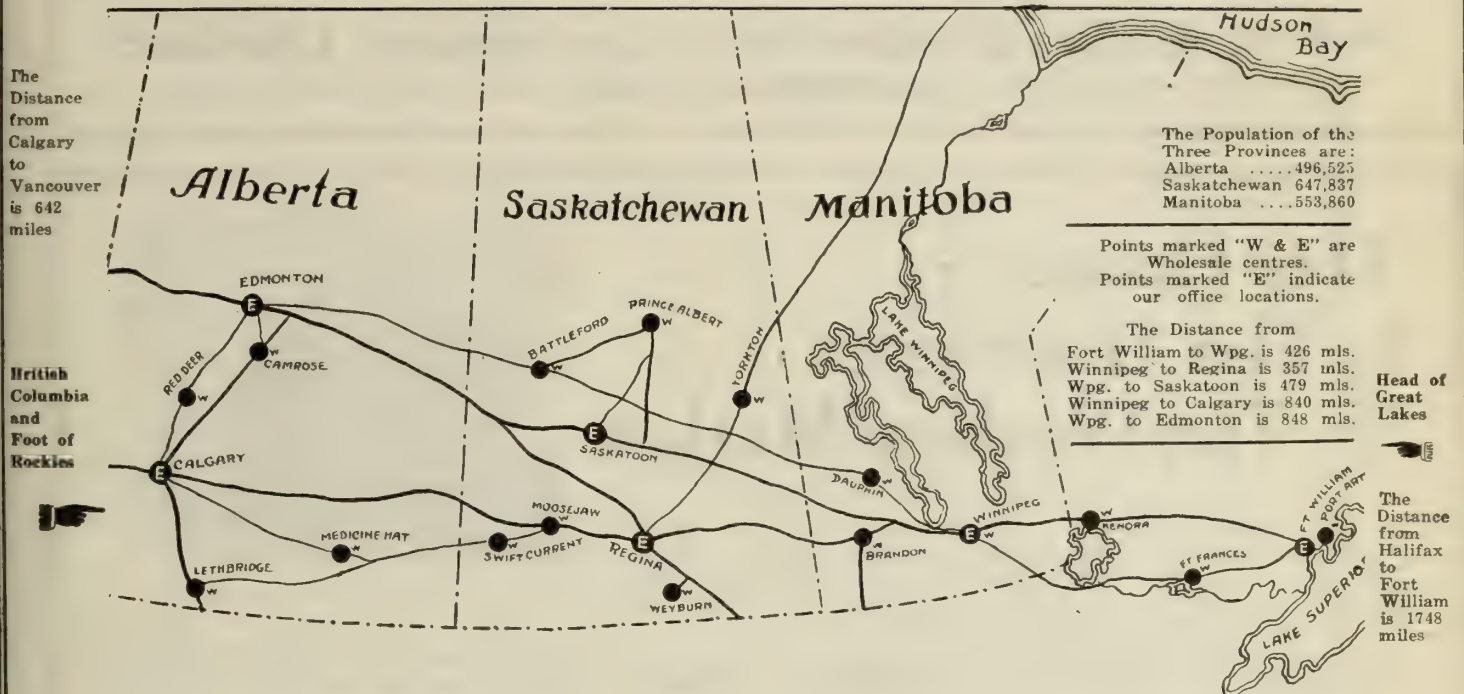
REGINA

License No. 15-241

Mr. Merchant:

When you are finished with this paper pass it on to your clerks. It will help them to help you, which means increased business.

We Cover This Field



Do you want to sell your product in this rich territory? Do you want to have it introduced under the right auspices and pushed with all the vigor and resource that a wonderful selling organization can put behind it?

That's the kind of representation we offer you. We have six big houses covering this territory and are ready to give your product aggressive and intelligent representation provided, of course, it doesn't clash with the lines we are now carrying.

Drop us a card and tell us about your line and we'll give you all particulars by return mail.

W. H. Escott Co., Ltd.

Manufacturers' Agents and
Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON



NUTRO PEANUT BUTTER

"The Best Spread There is for Bread."

A delicious and wholesome peanut butter that will please the most critical taste. In 1, 5, 15 and 55-lb. tins.

Agents for Ontario and Quebec: C. Morris & Co., C.P.R. Building, Toronto. For distribution in Manitoba, Saskatchewan, Alberta and B.C., apply to Manufacturers.

Made by **Kelly Confection Company, Limited**
VANCOUVER, B.C.

This House Is The Doorway To The Western Market



Our Head Office at Winnipeg

You Manufacturers who desire to put the right driving force behind your product in the Western Field should consider the success-making possibilities that representation through the house of Scott-Bathgate offers you.

We have the facilities to market your line. We possess the **NECESSARY EXPERIENCE**, the **REQUISITE CONFIDENCE**, the **AGGRESSIVE REPRESENTATION**, and the **AMPLE ACCOMMODATION** that make for success.

A staff of live-wire salesmen constantly in touch with the Trade—some of them doing retail work exclusively—is a guarantee of good results.

If you are the least bit interested in the Western field you should write us for full particulars of our Service.

We sell **Christie's Biscuits** and **Robertson's Confectionery** direct to the Trade.

Scott-Bathgate Co., Limited

GROCERY BROKERS AND COMMISSION MERCHANTS

149 NOTRE DAME AVE. E., WINNIPEG

ORDER HOT HOUSE TOMATOES--- CUCUMBERS

TO ARRIVE DAILY
BY FAST EXPRESS

The season is short, but a
profitable one to retailer;

write or wire for date of shipment
naming your daily requirement.

B. C. FARMERS' EXCHANGE
131 WATER ST. VANCOUVER

RICE

Wholesale houses are respectfully requested to enquire for prices on carloads of Siam and Japan Rice. Telegraphic messages sent "collect" will be accepted.

S. LOWRIE

825 Powell St.

Vancouver, B.C.

Mason & Hickey

MANUFACTURERS' AGENTS

Head office at Winnipeg, Man.; branches at Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Brandon and Vancouver. We are open to represent lines that do not compete with the following:

Arbuckle Bros., New York.
Green Coffees.

The Borden Milk Co., Ltd., Montreal.
Evaporated and Condensed Milk.

Borden Canning Co., New Westminster,
B.C.
Canned Goods.

California Packing Corp., San Francisco.
Griffin & Skelly Co. Division
Canned and Dried Fruits
C. F. C. A. Division
Del Monte Canned Fruits and Vegetables,
Catsup, Dried Fruits, Raisins, etc.

Canada Nut Co., Ltd., Vancouver.
Squirrel Brand Peanut Butter.

Canada Starch Co., Ltd., Montreal and
Brantford.
Starch, Syrup and Glucose.

Creamette Co., Minneapolis.
Macaroni, Vermicelli, Spaghetti, Cream-
ettes, etc.

Crescent Mfg. Co., Seattle.
Mapleine.

Crown Broom Works, Ltd., Vancouver.
Brooms, Woodenware.

The Dominion Sugar Co., Ltd., Wallace-
burg, Chatham, Kitchener.
Sugar.

Essex Canning & Preserving Company,
Ltd., Essex, Ont.
Canned Goods.

Federico Garret & Co., Malaga, Spain.
Olive Oil.

Foster & Holtermann, Ltd., Brantford.
Honey.

Gorman, Eckert & Co., Ltd., London, Ont.
Olives, Spices and Extracts.

Harper-Presnail Cigar Co., Ltd., Hamilton
Cigars.

Ingersoll Packing Co., Ltd., Ingersoll,
Ont.
Cheese and Smoked Meats.

W. K. Kellogg Cereal Co., Toronto nad
Battle Creek.
Dominion Corn Flakes, Krumbles, Rice
Flakes, etc.

Kelly Confection Co., Ltd., Vancouver.
Molasses.

King Beach Mfg. Co., Ltd., Mission City,
B.C.
Jams and Jellies.

W. S. Loggie Co., Ltd., Chatham, N.B.
Lobsters, Codfish and Blueberries.

Manford Schier, Dunnville.
Evaporated Apples.

National Licorice Co., Montreal.
Licorice.

Nicholson & Brock, Toronto.
Bird Seed and Bird Gravel.

Procter & Gamble Distributing Co. of
Canada, Ltd., Hamilton, Ont.
Crisco, Soaps, Soap Powders, Oils and
Flakewhite.

William Rogers & Co., Denia, Spain.
Valencia Raisins.

W. A. Taylor Conf. & Mfg. Co., Ltd.,
Winnipeg.
Horse Radish and Relishes.

Thorntin & Co., Malaga, Spain.
Malaga Raisins.

J. H. Wethey, Ltd., St. Catharines.
Mincemeat, Jams and Jellies.

Mason & Hickey

287 STANLEY STREET

WINNIPEG, CANADA

To Manufacturers and Packers

It is your duty to secure the most efficient sales and distributing organization possible.

We owe it as a duty to you and ourselves to give it. Years of experience in the West enables us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

It is not our policy to make extravagant promises but we can give you a service that brings results.

Our staff of detail men who solicit business from the retail trade, and our entire selling, shipping and storing organization are at your service. PLEASE WRITE US.

Watson & Truesdale

Wholesale Grocery Brokers

Regina

Saskatoon

WINNIPEG

Calgary

Edmonton



A Long Stride

But we cover it daily.

"From the Great Lakes to the Rockies." Over this territory we have 7 branch warehouses totalling 31 acres of floor space. Perhaps we can serve you?

Tees & Persse Limited

Winnipeg, Man.

Port Arthur Regina Moose Jaw
Calgary Edmonton



MANITOBA POTATOES

FOR SALE IN CAR LOADS

We have an abundance at very attractive prices.

**TELEGRAPH, TELEPHONE
OR WRITE**

Phones: Ft. Rouge 4131.
" " 524.

LAING BROS.

471 McMILLAN AVE.

WINNIPEG

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.



**NORTH-WEST BISCUIT CO.,
LIMITED**

Dealer Assistance

These are two of the advertisements that are appearing in over 280 newspapers and magazines in Canada. They are popularizing the

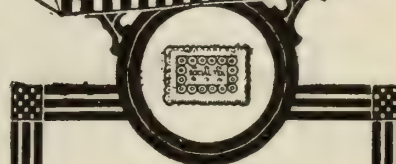
Striped Package

Retailers will appreciate a ready demand for this excellent line of biscuits. Write us for full particulars.

**The North-West Biscuit Co.
LIMITED**

EDMONTON, ALBERTA

REGINA SASKATOON CALGARY VANCOUVER



For the Afternoon Call or function. Serve with tea, chocolate or lemonade! They are delicious.

In the Striped Package Only

**North-West Biscuit Co.
LIMITED**

**Sells Right
Because
Made
Right**



People who
buy Excelsior
Macaroni once
will buy it again.

Good Macaroni offers the
consumer sound economical food
value and the prevailing high cost
of food stuffs is creating a strong
demand for

EXCELSIOR CREAM MACARONI

Made in a clean modern
Factory situated in the
heart of the wheat district

That's why Excelsior Cream Macaroni is so tasty and so good.
Our location gives us the choice of the very best wheat for
macaroni making and our manufacturing methods bring out all
the sweet, natural flavor of the wheat.

We make Excelsior Cream Long and Cream Cut Macaroni,
Cream Spaghetti, Cream Vermicelli, Playing Cards, Soup Stars
and Alphabets.

Excelsior Macaroni Products Company

WINNIPEG, MAN.

*Exclusive
Representative:*

DONALD H. BAIN COMPANY

WINNIPEG SASKATOON REGINA CALGARY EDMONTON VANCOUVER
ALSO LONDON, ENGLAND

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents



SALES force of competent men.

Ample capital--and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results, get in touch with us.

Note the strategic location of our Offices—

WINNIPEG
MANITOBA

EDMONTON
ALBERTA

CALGARY
ALBERTA

REGINA
SASKATCHEWAN

VANCOUVER
BRITISH COLUMBIA

SASKATOON
SASKATCHEWAN

Also **LONDON, ENGLAND**
60 CHEAPSIDE, E.C.

BLACKWOOD

Sold by All Good



East India Pickles
Blackwoods Pickles
English Picalilli
Egyptian Beet Relish

THE highest grade vegetables —in the best of vinegar— spiced to perfection and bottled attractively are the *B.B.* lines. Nothing but the best passes our inspectors—you'll make steady customers by selling "Blackwoods."

Our retail distribution is backed by a strong advertising and sampling campaign, so by keeping a stock of Blackwoods products on hand you have a steady market. Have you had a trial of the famous "BB" pickle products? Write us for details.

BLACKWOOD

WINNIPEG

"Here Since"

DS PICKLES

Wholesale Houses

Raspberry Vinegar
Blackwoods White Onions
Maltbru Temperance Drinks
B.B. Sauce

The "BB" line of products include, Baking Powder, Extracts, Sauces, Pickles, Vinegar, Liqueurs, Fountain Syrups, Temperance Drinks and Tea.

Take one of our temperance drinks for instance—Maltbru—this delicious, sparkling, thirst-quenching beverage is an ideal drink after a hot, sultry, summer day, and people are now ordering it by the case, to have on ice for immediate use. You can corner an excellent trade and make a good profit by putting in a stock of Maltbru.



DS LIMITED

1876''

MANITOBA

DA COSTA & CO'S.

BARBADOES EXTRA FANCY MOLASSES

Owing to the fixed high price for Sugar, the price for Molasses will again be high this year and it is, therefore, very necessary that you should buy the brand which you know will give you entire satisfaction.

Tell your wholesaler you must have **DA COSTA'S**, the brand of proved quality, noted for its purity and delightful flavor. The price is no higher than other brands.

TO THE WHOLESALE TRADE ONLY

WEST INDIA COMPANY, LIMITED

CORISTINE BUILDING, MONTREAL

We wish to call your attention to the fact that we are not only importers of

WEST INDIAN PRODUCE

such as

**RAW SUGARS, MOLASSES, SPICES, COCOA,
COFFEE, COCOANUTS, ETC.**

but are also large importers of

EUROPEAN AND EAST INDIAN GOODS

Connections disturbed by the war have now been renewed and it will be to your interest to get prices on such lines as NUTS (all kinds), CURRANTS, RICE, SAGO, TAPIOCA, ETC. We solicit your enquiries.



J. R. GENEST
Vice-President



J. EDGAR M. GENEST
Managing Director



A. L. GENEST
President

**We Want
Agencies**

Manufacturers—Look—Here

LET US REPRESENT YOU IN THE PROVINCE OF QUEBEC
OUR TRAVELLERS COVER THE TERRITORY THOROUGHLY

We require agencies for the following products:

Canned Vegetables, Fruits, Fish, etc. Also Jams of
all kinds, Preserved Fruits, Flour, Cereals and
Food Products.

Big demand for the above lines in Quebec Province. If you are
interested in marketing your goods in this Province, get in touch
with us immediately.

REFERENCES: ROYAL BANK OF CANADA

*English and French Manufacturers of Foodstuffs—Now is your
opportunity to get on the Canadian market.*

GENEST, GENEST, LIMITED
BOARD OF TRADE BLDG. MONTREAL, QUEBEC

Manufacturers

WE WANT AGENCIES FOR FOOD PRODUCTS

FOR THE PROVINCE OF QUEBEC

18 YEARS EXPERIENCE

Bankers - ROYAL BANK

Write us for information

NAP. MORRISSETTE

18 JACQUES CARTIER SQUARE
MONTREAL

Cable Address: SABROCO, Armsby Code.

SAINSBURY BROS.

CALIFORNIA FOOD PRODUCTS

Canadian Representatives:

California Prune & Apricot
Growers, Inc.

California Walnut Growers
Association.

California Bean Growers.

California Lima Bean Grow-
ers.

Pratt-Low Preserving Co.

North Ontario Packing Co.,
Los Angeles, Cal.



OFFICES:

TORONTO
516 Board of Trade Bldg.
WINNIPEG
510 Confederation Life Bldg.

MONTREAL
116 St. Nicholas Bldg.
SAN JOSE, CAL.
24 Poplar Street.

JOHN E TURTON

IMPORTER and EXPORTER COMMISSION MERCHANT

Member of Wholesale Merchandise Brokers Association of Montreal

PHONE MAIN 2628

Board of Trade Building
Montreal, Canada

Representing:

Austin, Nichols & Co., Inc. - - -
New York

Food Products
Manufacturers of the famous Sunbeam Brand.

Delta Trading Co., Inc. - - - -
New York and London

Teas.

The Geo. F. Wiemann Co. - - -
New York

Coffees.

Adolph Goldmark & Sons, Inc. -
New York

Peas, Beans and Sardines.

Charles Gulden, Inc., New York
Mustard and Olives.

O'Loane, Kiely & Co., Limited -
Vancouver

Oriental Products—Canned Salmon.

Sanitaris Co., Limited - - - -
Arnprior, Ont.

Mineral Water, Ginger Ale.

Quebec Preserving Co., Limited -
Quebec

Jams, Etc.

Geo. Mollison & Sons - - - -
Aberdeen, Scotland

Potted Meats.

New Selphosa Salt Co., Limited -
London, Eng.

Package Salt.

Mutum Packing Co., Limited - -
London, Eng.

Cake Flour.

Tooth's Extract of Meat Co. - -
London, Eng.

"Veron" Fluid Beef, "Veron" Soups.

Devon & Co. - - - London, Eng.
Ground Pepper and Ginger.

White, Cottell & Co., London, Eng.
Malt Vinegar, Worcester Sauce.

Quotations and samples on request.



Knocks 'em Cold

Munro's Pure Paris Green, the Potato Bug's Deadliest Foe

There's no spray poison like Munro's Pure Paris Green for putting the quietus on the destructive potato bug. It's such a fine, light powder that it sprays evenly on the foliage and gets *all* the bugs.

Every person who grows potatoes knows what Paris Green will do and all regard it as the most effective and satisfactory poison. It is the easiest to sell because it's simply a case of handing the most growers what they need most.

Line up for big sales by stocking the best Paris Green—Munro's. Put up in convenient packages. Over Government standard for strength.

Take our advice and order your season's stock *now*.

Order direct from the manufacturers.

McARTHUR, IRWIN, LIMITED

MONTREAL

Established 1842



Showing How Our Bread is Baked

GROCERS

We have the most up-to-date Bakery in Canada.

And the quality of our Bread will bring you many

NEW CUSTOMERS

Why not be the first GROCER in your town to handle this delicious **BREAD**?

The Bread is packed in Cartons of 2, 3, 4 dozen sizes.

We can ship every day within a radius of 300 miles.

It shows you a nice profit and will help increase business.

*Send us a trial order. Write, 'phone or wire
for quotations.*

Dent Harrison, Westmount, P. Q.



Grocers
you can now buy
Champagne de Pomme

**Nutritious
Healthy
Easy to
Take**

Put up in pint bottles like Champagne. Can supply in splits also. Suitable for Parties, Banquets, etc.

Packed 4 doz. to the case.

This is a delicious beverage if placed on ice 15 minutes before using.

Order from your wholesaler, or write direct to

CIE CANADIEN D'IMPORTATIONS

**A
Delicious
Beverage**

Distributors
P. Daoust
140 St. Catherine St. E.
MONTREAL

**Don't be a Camel.
Drink
Champagne
de
Pomme**

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:

D. W. Ross Co., Montreal

Mills at

Montreal and Victoria, B.C.



You back a certainty
when you recommend

CHAMBERLAIN'S FAMILY REMEDIES

Chamberlain Remedies have a reputation for their curative properties and they live up to it. So that when you hand one of the Chamberlain lines to a customer you can depend upon it that she will be benefited by it, and her confidence in your integrity and good judgment will be increased immensely.

Get the Chamberlain Price List and see what lines you could carry to advantage.

Chamberlain Medicine Co., Limited

TORONTO

The Shape draws attention The Quality holds it !

There's NOTHING "ordinary" about A.B.C.
As an attention-getter, it's in a class by itself.
As a repeater, it's a winner from the start.

Such an easy name and such outstanding quality to
remember—such a "different" shape and package to easily
recognize—no wonder A.B.C. sales are climbing every day!



A · B · C CHEWING GUM

is the smoothest made (because it's strained, then steel-
rolled) — and its flavor, appearance, and delicate perfume
invite discriminating trade. Let A.B.C. help build your
business—Order today!

Made in Canada by

THE CANADIAN CHICLE CO., LIMITED
PETERBORO, ONT.

Sales Agents: HAROLD F. RITCHIE & CO., LIMITED, TORONTO

Here's a line that knows no season

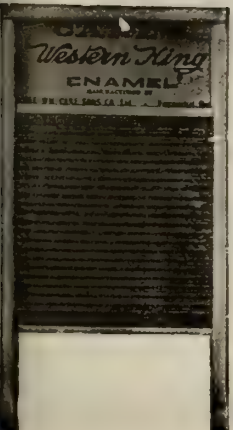
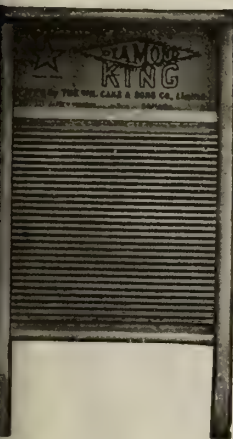
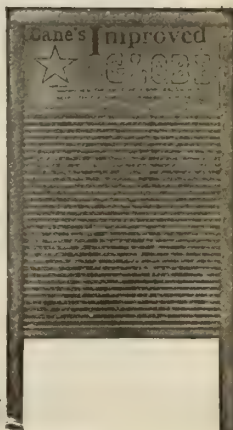
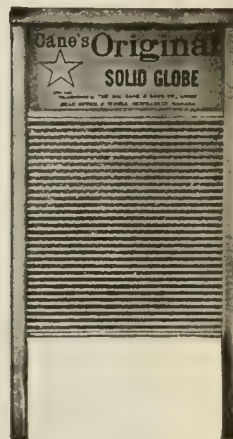
Washboards are always saleable, and

CANE'S WASHBOARDS

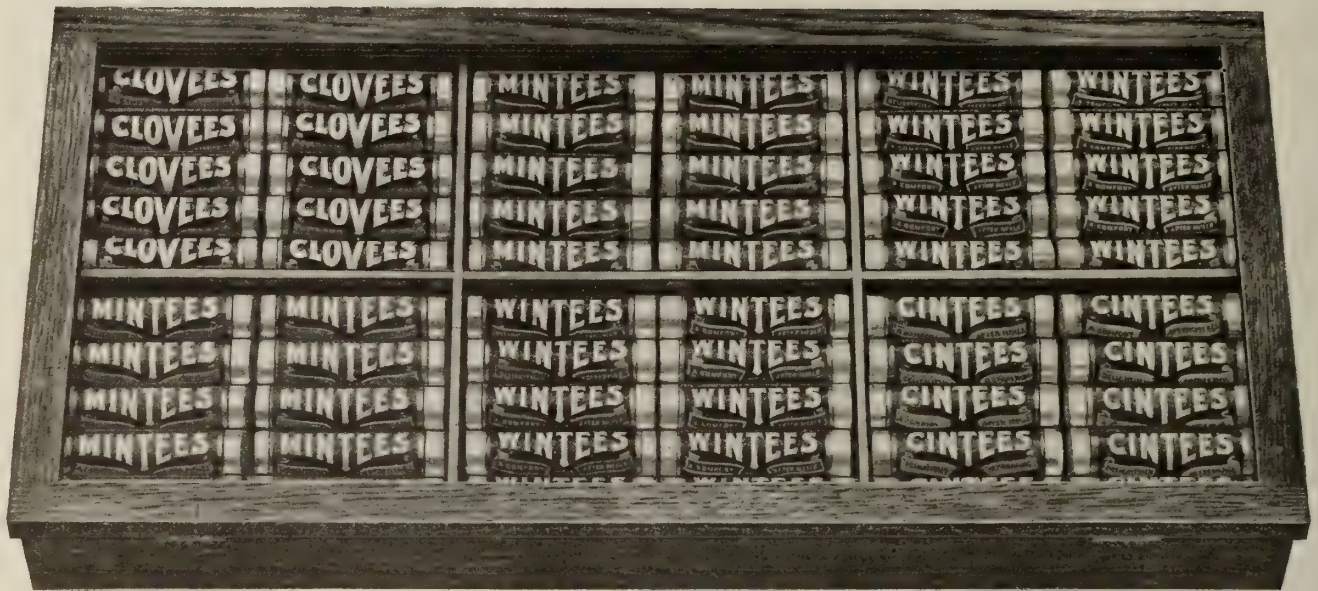
are the reliable, well-made kind that will
give the housewife long, satisfactory ser-
vice. A little display in a corner of your
store would profit you well.

The "Original Solid Globe" and "Improved
Globe" are made of zinc; "Western King"
of best grade enamel plate, and feathered,
crimped glass is used in our "Diamond
King."

The Wm. Cane & Sons Company
LIMITED
NEWMARKET, ONTARIO



Get Your Jobber To Ship You One Of These Show Cases



Put it on your counter and watch it rake in the small change for you every day. Measuring 19 x 9 inches, this Silent Salesman is an attention-getter—a good-looking little fixture with a glass top and polished hardwood finish.

10 boxes Assorted Mentees, Winteess, Cinteess and Clovees and this business-getting Show Case costs you \$6.75. The sales will net you \$10.00, which means a nice little profit of \$3.25 on your outlay and the case besides.

Enjoyed by all. A demand has been created and it will be a pleasure to sell these neat, compact, 5c pocket packages of

“MINTEES”

“CINTEES”

“WINTEES”

“CLOVEES”



O-Pee-Chee Gum Co.

Limited

LONDON CANADA

Cut the coupon and mail to your jobber to-day.
Ship to
with my next order No. 3 Mintee Show
Package Show Case and 10 Boxes
Assort. Mentees, Winteess, Cin-
teess and Clovees for \$6.75.

There is a suggestion of quality in the name

PURITY FLOUR

(Government Standard)

that appeals to a woman and makes it easy to sell her this well-known brand of flour.

And after she tries a sack, the superior quality of PURITY FLOUR will make a repeat sale easier than the first sale.

Grocers who buy one lot of PURITY FLOUR are also easily sold a second lot because they find it gives such satisfaction to their customers.

"More Bread and Better Bread, and Better Pastry"

Western Canada Flour Mills Co., Limited

Head Office : TORONTO, ONTARIO

Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, St. John, N.B.

EFFICIENCY

THIS is the "one word" we've been studying for quite a while, and if results account for anything, certainly consider we have about grabbed our diploma (especially in this particular department), having found it necessary to enlarge our present spacious plant to accommodate the ever-increasing business, due to unceasing efforts of our "Purchasing and Shipping Departments" in catering to our trade, in the most able and efficient manner, resultant of many years' experience, and will now be in a position to extend to our many friends the advantage of our increased buying and selling facilities, assuring at all times expert attention and good service.

If you are not on our weekly quotation list, kindly write us and we will gladly place you on, and in the meantime would appreciate your mailing, wiring or phoning your requirements, for which we thank you.

McBRIDE BROTHERS

TORONTO

"Wholesale Fruits"

Fifty Subscriptions from One Firm

THE International Business Machines Company, of which Mr. Frank E. Mutton is vice-president and general manager, subscribed to 10 copies of THE FINANCIAL POST some months ago—these copies to go to their travelling salesmen. Now this company has increased the number of these subscriptions to 50 because the results of the experimental subscriptions have proved so satisfactory.

Mr. Mutton explained that the object of putting THE POST in the hands of the men of his company was to keep them intelligently acquainted with general business conditions in Canada. He said he knew no better paper than THE POST for the purpose. It would seem that his men have responded fully to effort made to keep them well informed about Canadian business affairs—so much so that the management have added 40 other men to the original 10 to receive THE POST.



FRANK E. MUTTON

When Mr. Mutton was with the National Cash Register Company as its Canadian manager, he was the king of all managers in the matter of sales records. In this position he achieved a big reputation built on solid achievements. He learned salesmanship in a school where competition was of the hottest kind, and where the competitors were brilliant men. Giving Mr. Mutton full credit for superior personal qualities and energy of the most ardent kind, it is taking nothing away from him when it is said that not a little of his success was due to his intimate and sympathetic knowledge of the other man's busi-

ness. And he taught the men associated with him as salesmen to know the point of view and requirements of the men they called on to sell machines to.

As vice-president and general manager of the International Business Machines Company, Mr. Mutton is putting into operation an idea used by him in past days with brilliant results—he is causing his salesmen to know the business and requirements of their prospective customers. To establish points of contact swiftly and surely is one of the open secrets of successful selling.

In the case of **your** solicitations of customers and desired customers, it is excellent strategy to have your salesmen so well informed about business conditions generally, and about the interests of the men they canvass, that they will be able almost instantly to relate their proposals to the interests of the buyer. When a salesman shows himself intimate with the interests or business or objectives of the man whose order he wants, he is immensely strengthened as a salesman, and his percentage of successful canvasses goes steadily up.

Our definite suggestion to you is: Subscribe to THE POST yourself, and learn from its pages how your salesmen or executives can draw power from this newspaper. Then, having acquired the sought-for knowledge, subscribe to THE POST for each man in your service who can profit you by knowing what is in THE POST each week. If Frank Mutton and other prominent executives are making a success of THE POST as a salesman's aid, it is reasonable to suppose that other managers of salesmen and executives can likewise employ THE POST as a producing agent. And so we ask you to sign and forward the coupon below.

The MacLean Publishing Company, Limited,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST OF CANADA (weekly). Subscription price of \$3 will be remitted on receipt of invoice in the usual way. Have this copy sent to

The Harvesting of the Canadian Maple Product

is now in full swing. Weather conditions, etc., however, indicate that the crop is going to be a small one. If this proves true, there will be little change, if any, in prices. Therefore, if you have certain customers who will demand a little of this exclusive product, just order what you want and no more, from time to time from your jobbers. Pay the price and insist on Small's Brands, the world standard for the past 80 years. Small's Maple Syrups are labelled and stamped plainly "Maple Syrup," on every individual package as well as the case. Small's Maple Sugar is marked plainly on every block, case and wrapper with the words 'Maple Sugar.' You assume no responsibility for any trouble with the Revenue Department in handling these goods.

Small's Limited - Montreal



**SMALL'S
STANDARD
FOREST CREAM
syrups**

5. Gallons 160.0z. 80.0z. 40.0z. 28.0z. 16.0z. 32.0z.

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.

Rock City Tobacco Co., Ltd.



GAZELLE BRAND

is ever the favorite

Hudon, Hebert & Cie, Limited
Montreal

WILSON FEARED THE BRITISH

THE American President crossed the Atlantic in the first place with the idea in his mind that his ideals would be thoroughly in accord with those of the French statesmen; but he was rather afraid of a conflict with the British delegates. He found in reality that his plan for peace terms was as far removed from the French plan as the two poles. Then he crossed to London and was surprised to find that the ideas of the two Anglo-Saxon powers were identical.

This situation, according to J. W. Dafoe in the May issue of MACLEAN'S MAGAZINE, explains much that has developed at Versailles. Further, it contains the promise of a close *rapprochement* between the two great English-speaking democracies for all time to come.

Mr. Dafoe has contributed a remarkably interesting article to this number of MACLEAN'S, lifting the curtain on many of the puzzling situations that have arisen overseas. As the editor of the *Manitoba Free Press*, he is the dean of Canadian newspapermen; as the representative of the department of Public Information on the Canadian Mission to the Peace Conference, he was in a special position to learn what was transpiring. He tells of the really big part that Canada has played in the Proceedings and points out that Canada's status as a nation was firmly established in the eyes of the world when she was allowed separate representation.

A Dozen Other Features---Nationally Important

This May issue is full of articles of unusual significance for Canadian readers.

"SOLVING THE PROBLEM OF THE ARCTIC"

—By Vilhjalmur Stefansson

The second instalment of his remarkable story of the four years of exploration that he undertook for the Canadian Government in the region of the "Pole of Inaccessibility"—a harder place to reach than the North Pole.

"ORGANIZING FOR PEACE"

—By George Pearson

An article of the Great War Veterans' Association by a well-known author-soldier.

"THE CANADIANS IN SIBERIA"

—By Capt. W. E. Dunham

A graphic story of what our forces did in combating the Bolsheviks, by an officer who has just returned.

"SAFE IN THE SADDLE"

—By J. K. Munro

A review of affairs at Ottawa in which the opinion is expressed that Union Government for the time being is safely entrenched.

The National Idea

The articles in this issue of MACLEAN'S reflect the national idea—Canada's part in the Peace Conference, the political situation at Ottawa, the exclusive report of Stefansson's national explorations, the national organization of our returned men, the work of our forces in Siberia. The reader of MACLEAN'S gets a broad idea of what Canada as a whole is doing. The value of this issue—and of all issues—is very great, therefore, from an educational standpoint. MACLEAN'S is the one magazine that should be selected for young Canadians to read.

Four capital stories by famous authors—W. A. Fraser, Lloyd Osborne, Frederic S. Isham and C. W. Stephens.

The Review of Reviews

An unusually fine array of articles is given in this department, selected from the best in magazines and periodicals the world over. Some of the titles are:

Planned to Destroy British Fleet.
How Mackensen Was Caught.
Events of War Foretold by Stars.
What is Life Like Beyond the Grave?
A High-born Bolshevik.
The New Life in Dry America.

Germans Were Ready to Capitulate.
Japan's New Foreign Policy.
The Many Kings of Jerusalem.
Is British Foreign Office Against League?
Ambassador Tells Story of Peace Ship.
Hindenburg—After the Armistice.

Over 65,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

MAY ISSUE Now On Sale
At All News Dealers

20c PER COPY. \$2.00 PER YEAR

Dealers who have not been handling MACLEAN'S should secure copies at once from their nearest wholesaler.

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or \$2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

We can give you Quality and Quick Service on the following :



A record of close upon 130 years is an excellent assurance that we can serve you satisfactorily.

CREAM OF TARTAR

10 cwt. casks, crystal—300-lb. bbls. powdered.

CREAM OF TARTAR SUBSTITUTE

300-lb. bbls., powdered.

TARTARIC ACID

224-lb. bbls., crystal or powdered.

CITRIC ACID

112-lb. kegs, crystals or powdered.

CASTOR OIL

4 cwt. bbls. or cases of two tins, 40 lbs. each (80 lbs. per case).

GLYCERINE

10 cwt. drums—5 cwt. drums—2 tin cases (56 lbs. each)—1 tin cases (56 lbs. each).

BORAX

Crystal or powdered, 300-lb. bbls.

BLUE VITRIOL

450-lb. casks, crystals.

B. & S. H. Thompson & Co., Ltd.

MONTREAL

ESTABLISHED 1790

Branches at TORONTO, WINNIPEG and NEW GLASGOW, N.S.

Good Profit For You On These Lines

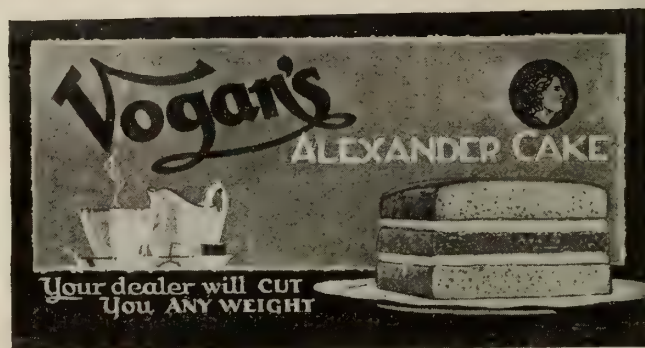
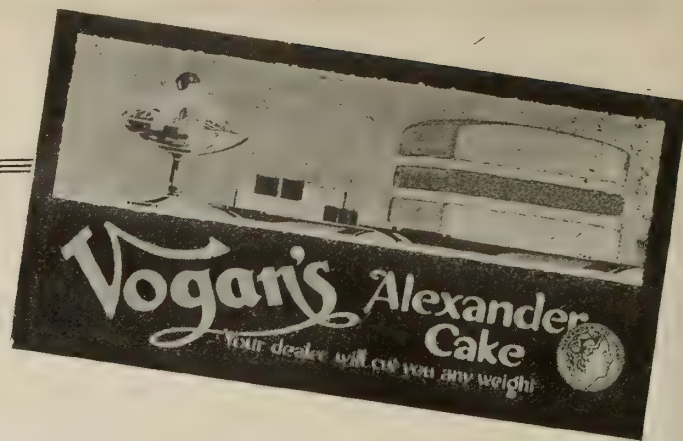
It will not require much persuasion on your part to start the demand for Vogan's Cakes. Their rich, tempting appearance creates the desire to buy, and a suggestion from you will be sufficient in most cases.

VOGAN'S ALEXANDER CAKE VOGAN'S GENOA CAKE VOGAN'S FRUIT CAKE

—These are the names of the three big sellers. The illustrations show you the attractive street car advertising which is being read every day by the housewife.

Try the Vogan Lines on your Cake counter.

Vogan's Limited
TORONTO



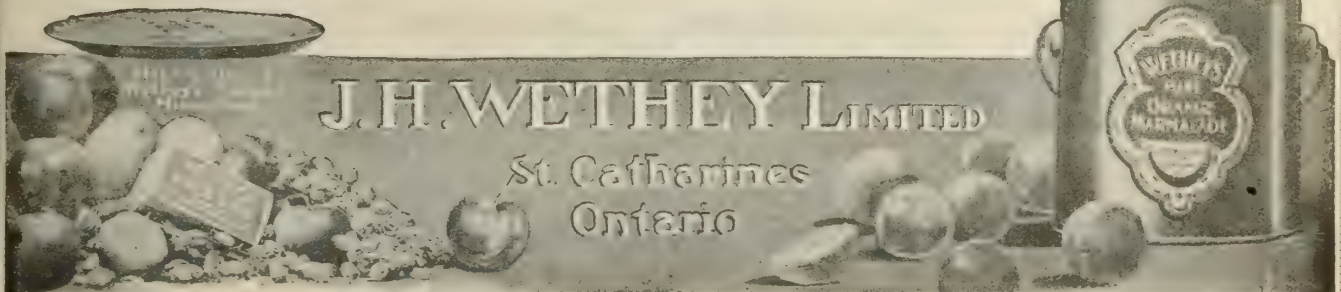
Every Wethey Product is a Leader

Mince Meats
Pure Jams
Pure Orange Marmalade

Each line has reached the top of the
ladder of quality, and to-day

THE
WETHEY
LABEL
PERFECTS
THE
TABLE

If your wholesale house cannot
supply you, then write us direct.

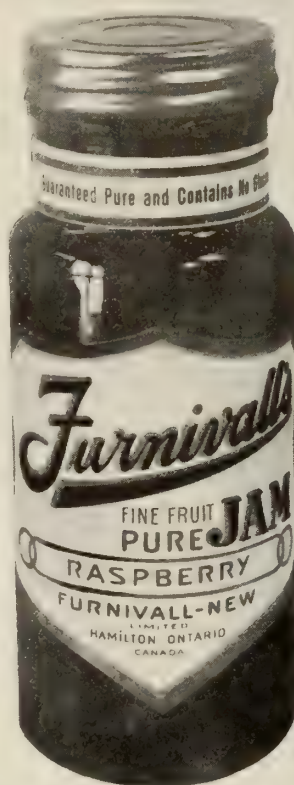


Furnivall's

Genuine Seville Orange

Marmalade

A feature of the marmalade situation this season is the limited supply of Seville oranges available. However, we have secured sufficient for our requirements and are *now ready to fill orders as they are received.*



The deliciousness of Furnivall's Marmalades makes it a sure winner in every home where people appreciate a marmalade that is uniformly good and always up to a high standard of quality. Show Furnivall's in your displays.

FURNIVALL-NEW, Limited

Hamilton, Canada

Agents—The City of Ottawa, Quebec and the Lower Provinces:
Messrs. Geo. Hodge & Son, Ltd., Montreal, Que.

Cape Breton: O. N. Mann, Sydney, N.S.

Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont.

Manitoba: H. L. Perry Co., Winnipeg, Man.

Hamilton: J. T. Price & Co.

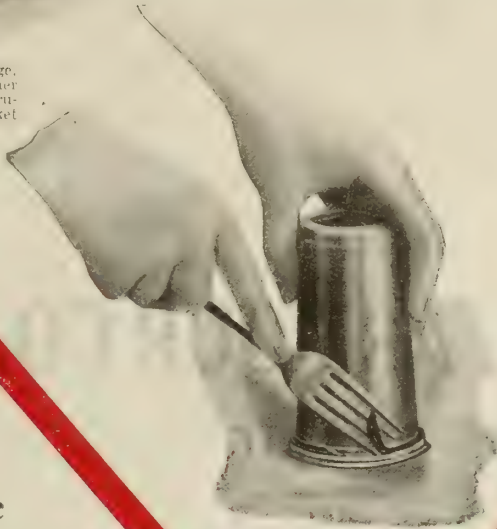
A Few Pointers On Anchor Caps



Invert the package, force a fork or other sharp-pointed instrument through the gasket.



turn the package right side up again, grasp the loose end and pull out entire gasket.



—pry up an end—

Notwithstanding the fact that it is the tightest and most secure seal on the market the Anchor Cap may be quickly and easily removed by the consumer as shown by the illustrations on this page.

The Anchor Cap is easily the most economical, safest and best closure available for any package. Dealers should remember that Anchor Cap sealed goods strike the eye in a most pleasing way and promote quick sales.

Goods properly processed and sealed under Anchor Caps will retain their full flavor and freshness for years.

Our descriptive booklet will tell you about Anchor Caps in detail.

Write for a free copy.

Anchor Cap and Closure Corporation of Canada, Ltd.

50 Dovercourt Road, Toronto

ARMOUR'S

THE REAL
MACKAY

W. B. ARMOUR CO.

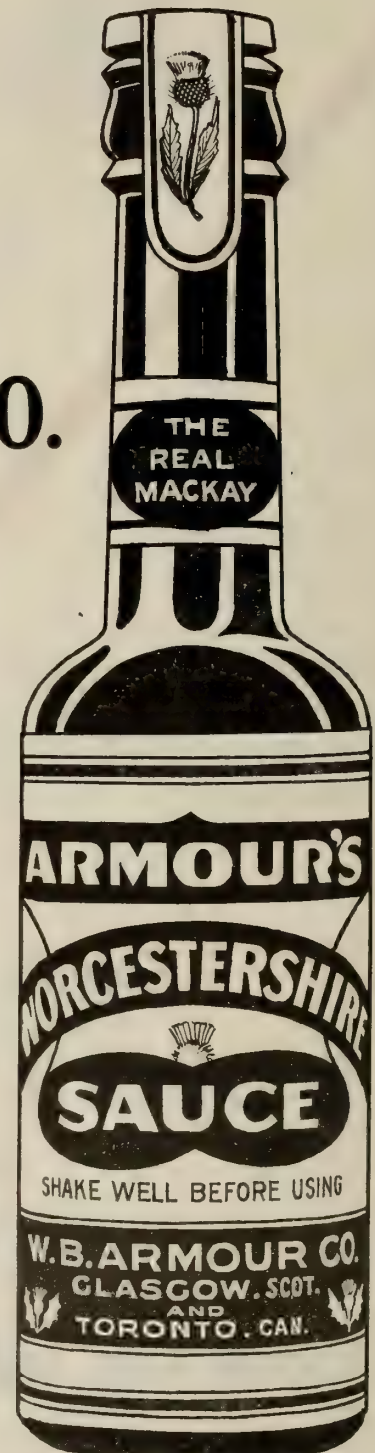
TORONTO
and
GLASGOW, SCOTLAND



Sales Agents
**Maclure & Langley
Limited**
TORONTO

Montreal

Winnipeg



Here's a List of Live ones that we can supply you with

Just read over the names and note how well you know them all. Wouldn't it be good business to keep a stock of these products always on hand?

"Kkovah" Products.

St. Williams Jams.

Curling Marmalade.

Nobility Confectionery.

Rockland Chocolate (Quebec and Maritime Provinces).

Cooker Brand Petit Pois Peas.

Hyslop's Blended Jams.

Jeyes' Disinfectant Fluids.

Armour's Coffee Essence.

Armour's Worcester Sauce.

Consolidated Wafer Co.'s Ice Cream, Cones and Wafers.

Pastilles and Gums.

Tear out this page and paste
it in your order book for
future use.

Maclure & Langley

Limited

TORONTO

MONTREAL

WINNIPEG



Bottled Coca-Cola

TRADE MARK
REGISTERED

Everybody likes this *Delicious* and *Refreshing* drink. Everybody buys it. And it's up to you to get your share of the demand by stocking Coca-Cola and suggesting it to every customer—by the bottle or by the case.

Once you start selling it you'll be just as big a Coca-Cola booster as the hundreds of other grocers who are cashing in on Coca-Cola popularity and publicity.

And the demand is ready—waiting for you to connect up.

Will you have it when they call?

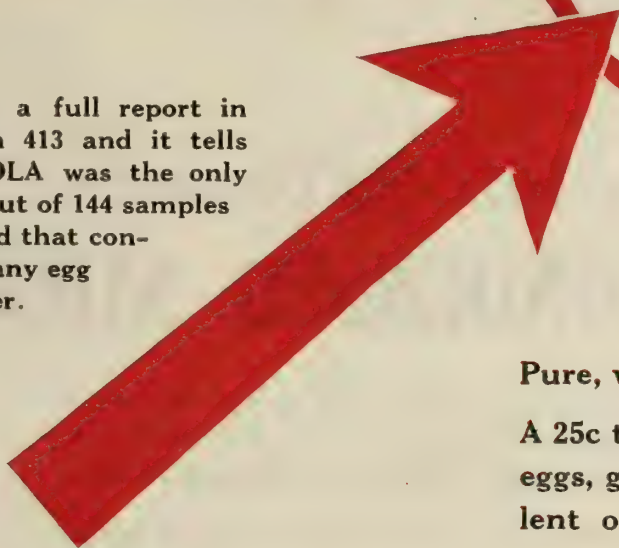


THE COCA-COLA CO.
TORONTO AND WINNIPEG

Will you have it when they call?

Have You Read
What the Canadian
Government Says
of
ROLA
"QUALITY"
EGG POWDER?

There's a full report in Bulletin 413 and it tells how ROLA was the only brand out of 144 samples analyzed that contained any egg whatever.



Pure, wholesome, nutritious.

A 25c tin will do the work of 2 dozen eggs, giving the consumer the equivalent of eggs at 12½c per dozen.

Packed one dozen in attractive Display Cartons.

A profitable and quick seller, reflecting satisfaction on those who handle it.

Don't overlook Egg Powder with your very next order from YOUR WHOLESALER, and be sure to specify

ROLA **EGG POWDER**
"QUALITY"

Canadian Selling Agents

ROSE & LAFLAMME, LIMITED
MONTREAL. : : : : TORONTO



There's An Ever-Increasing Demand for "BETTY" CONDENSED MILK

"BETTY" Milk is as pure and fresh as the flowers in springtime. The most scrupulous cleanliness is observed right from milking time to the sealing of tins.

"BETTY" Milk is sweetened with the best quality of granulated sugar and for camping, summer homes, and household cooking purposes it is unequalled. It is regularly used also as an Infant Food.

You should feature "BETTY" Milk in your store because it sells at sight and never fails to satisfy. Be ready for the big sales that will be possible for all dealers who sell "BETTY" Condensed Milk. Ask our traveller or write us about our sales-creating plans on "BETTY" BRAND Condensed Milk.

Write Our Nearest Office

WHOLESALE DISTRIBUTORS :

MacLaren Imperial Cheese Co., Ltd.

Toronto

Montreal

THE TORONTO POTTERY CO., LIMITED

Today—Tomorrow—Every Day There's a Demand for These Stone Jars

They afford the housewife a means of combating the prohibitive winter prices on Butter, Eggs, Vegetables, etc., by offering her a simple sanitary means of "putting down" ample supplies of these products while prices are normal.

We offer a complete line and we want to sell through you. Write for illustrated list showing Butter Crock, Preserve Jars, Mixing Bowls, Fruit Jars, Self-Sealing Jars, etc. Priced to give you a decent profit.

We send with each order a bundle of folders on "How You Can Help to Solve the Food Problem." They will aid you in selling Stoneware.



Tall Butter Jars
With or Without Covers



Churns
With Stone Covers
Dashers included



Meat Tubs
Dark Glazed Inside



Preserve Jars
With Stone Covers



Black Tops
Tested Shoulder Jugs



French Pots
Black or White Glazed

The Toronto Pottery Co., Limited

617-618 DOMINION BANK BUILDING

KING AND YONGE STS.,

TORONTO

Largest Distributors of Clay Products in Canada

The Great Season for Sales

Here's the Housecleaning Season—and people wanting brooms and brushes.

How's your stock? Are you well supplied with Simms' Better Brushes and with Simms' Brooms that do not shed their stock?

In the battle against dirt and dust,

Simms' Better Brushes —the Housewives' Best Weapons

—give better and longer service than any other brushes and brooms on the market.

See that you have Simms' Set-in-Rubber Paint Brushes—the bristles never come out.

Sell them Simms'—and you will sow a great harvest—for every Simms' Brush or Broom sold grows other hundred sales.

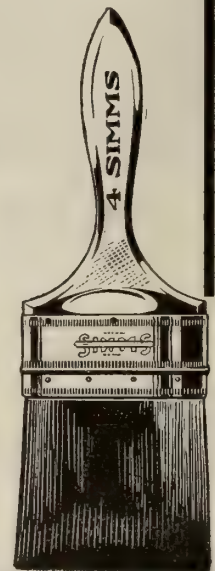
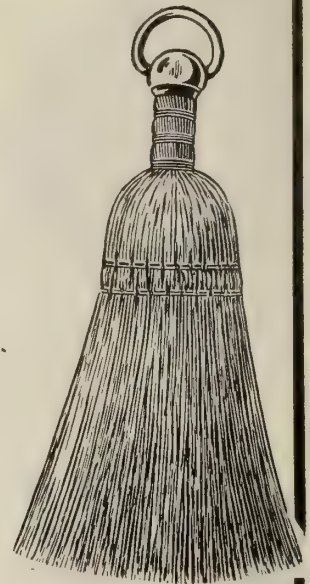
Made in one of the largest Brush and Broom Factories in the world—by people in the business for half-a-century—with machinery manufactured especially for the work.

Send for price lists and information *to-day*—and get the bulk of the housecleaning trade.

T. S. SIMMS & CO., LIMITED

Head Office: St. John, N. B.

Branches: Montreal Toronto London



Very Seasonable!

EDMOND'S FLY POISON PASTE

Take off cover, moisten paste slightly with water, place where flies congregate, moisten when dry.

Manufactured by
Canadian Chemical Co
Vancouver, B.C.

A 25c non-slop, non-sticky Fly Exterminator. Kept moist, it LASTS A SEASON.

On attractive counter-display cards. \$1.75 per doz. delivered.

MOSQUITOS ABHOR IT—LASTING—it doesn't evaporate.

Sells readily at half a dollar. Costs you, in attractive display box of 3 doz. 1-oz. bottles, \$4.25 per doz. delivered.

EDMOND'S MOSQUITO BANISHER

Manufactured by Canadian Chemical Co., Vancouver, B.C.

EDMOND'S NON-TARNISH SILVER CLEANSER

Non-acid. Manufactured by Canadian Chemical Co., Vancouver, B.C.

A labour-saver for your customers. Non-acid, it doesn't tarnish.

\$1.80 per doz. pints delivered.

A metal polishing powder. No stain or tarnish can withstand it. A sure repeater. Per case of three doz. cartons, \$5.40 delivered.

EDMOND'S ELECTRIC POLISH

(A powder). Manufactured by Canadian Chemical Co., Vancouver, B.C.



Registered

Canada Chemical Company Products
Conduce to Contented Customers.

The fumes from "GOBLIN"

DESTROY SOOT

At \$1.40 per dozen delivered, this fast seller shows you a good profit.

Try out a shipment.



369 Cordova St. W.,

VANCOUVER, B.C.

EVANGELINE



A drive through the Annapolis Valley, especially at "apple blossom" time, is one of the most delightful trips in Canada. Commencing at Windsor at the head of the Basin of Minas, and running almost without a break to Digby, on the shores of the Bay of Fundy, one travels through practically one vast

orchard.

Those who have taken this trip may have wondered why, especially in some sections like Annapolis, Wolfville, etc., there should be apple orchards planted at least 100 years ago. At that time there was practically no export trade in apples, and the scattered population of "Acadie" would certainly not have required such a considerable quantity for domestic use. From old French literature we know that cyder and wine making were carried on in France as far back as the 13th century; indeed, it was the French monks who originally introduced the art of cyder and cyder vinegar making into England. It is evident therefore that the Acadians were the pioneers of this industry in Nova Scotia. Readers of Longfellow's beautifully pathetic poem "Evangeline" will remember the several references to the orchards, as below:

*Under the open sky, in the odorous air of the orchard,
Stript of its golden fruit, was spread the feast of betrothal,*

There in the shade of the porch were the priest and the notary seated,

*There good Benedict sat, and sturdy Basil the blacksmith.
Not far withdrawn from these, by the cyder-press and the beehives,*

*Michael the fiddler was placed, with the gayest of hearts
and of waistcoats.*

Longfellow's "Evangeline."

Bridgetown is situated in the heart of the Annapolis Valley, the "Land of Evangeline," and is the manufacturing centre of "Land of

Evangeline" Brand apple cyder and cyder vinegar, which are now famous throughout Canada.

Until recent years proper attention had not been given to this industry and the Nova Scotia cyder had not obtained much popularity except in the rural districts. The necessary experience, enabling us to manufacture a thoroughly reliable cyder of the finest possible quality, could only be obtained by going to the home of the cyder industries in the "old country." We were fortunate enough to be able to amalgamate ourselves with the largest and most important English firm, Whiteways, of Devonshire and London, who have been making cyder for 300 years. All our work is carried on under their supervision. Their experience has shown us how to instal the most up-to-date and scientific machinery for the various processes of pressing, refining and bottling cyder and generating vinegar.

The apple has always been recognized as the most healthful of fruits. An old saying is:

"Eat an apple going to bed
Will make the doctor beg his bread."

Nova Scotia grows the finest flavored apples in the world and "Land of Evangeline" cyder retains all the excellent qualities of the fruit.

Pure apple cyder is one of the most healthful and refreshing beverages, and our present system of manufacture enables us to send it out in such condition that it will remain sweet and clear at any season of the year and will not ferment and become alcoholic. The latter is an extremely important point on account of the recent liquor legislation by the Dominion Government, which stops the sale of all beverages containing more than 2% alcohol. Perhaps the greatest feature in our cyder is that it is **Absolutely Reliable as to Alcoholic Strength.**

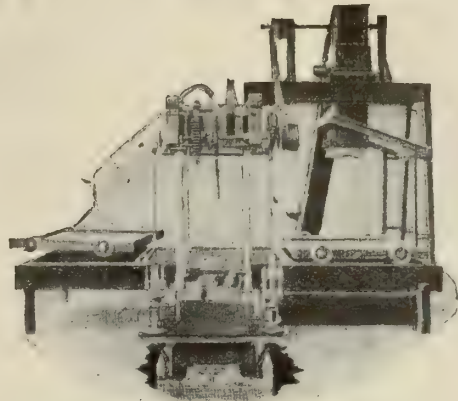
ANNAPOLIS VALLEY CYDER CO.,

LIMITED

APPLE CYDER



A picture of an old cyder-press used in Devonshire, England, in the 16th century.



An illustration of one of our modern hydraulic cyder-presses. This exerts a pressure of 300 tons and has a capacity of 12,000 gallons per day.

SWEET—CLEAR—RELIABLE

The most refreshing and healthful non-intoxicating beverage on the market.



In Barrels from 10 to 40 gallons.



In Crown Pint Bottles.

BRIDGETOWN - NOVA SCOTIA

The Fancy Grocery Tr

These Pre-War Day Lines



H.P. The One and Only Thick Sauce

While we were able to keep you going during the war, we can now supply the demand in full, as we are receiving carload shipments regularly. Our Spring Advertising Campaign is now on, and we ask your co-operation in keeping H.P. to the front, where it belongs.

Your



Favorite

Brand: Crossed Fish Sardines

We offer you, subject to being unsold, two carloads of Crossed Fish Sardines now en route, due in Toronto-Winnipeg early in May. The price is right. Examine your stocks and cover now.

W. G. PATRICK & CO., LIMITED

Importers and Distributors

Toronto

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Trade Should Welcome of Quality Now Arriving

Yacht Club Salad Dressing

This is the season for Salad Dressing, and we can now supply all sizes. Let us quote you on a direct shipment on an F.O.B. factory basis. Write us to-day.



Garton's Custard Powder

Our first car in four years has just arrived, and our many friends can again offer their trade this well-known Cream Custard. All sizes in stock. Send us your inquiry.



Baker's Canned Cocoanut

The Cocoanut with a tin shell.

Fresh Cocoanut packed in its own rich milk. Saves shortening and adds flavor.

This is proving a wonderful seller. Let us send you a trial order.

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Telegraphic Address--"Strikingly, London"

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Cocoa Powder, Cocoa Butter and Cocoa Beans

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By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
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JAMS MARMALADES PEELS

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Established over a Century

Cable: Lamberton, Glasgow.

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CONFECTIONERY MARZIPAN CHOCOLATE



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FOR THE BEST COLONIAL PRODUCE

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Growers:

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Bananas
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Coffee
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Ginger Roots
Chillies
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Manufacturers:

Annato Paste and Powder
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Banana ripe, Evaporated
Banana Flour
Oil of Orange
Oil of Neroli
Oil of Pimento
Candied Peels
Preserved Ginger
Pine Apple in Syrup
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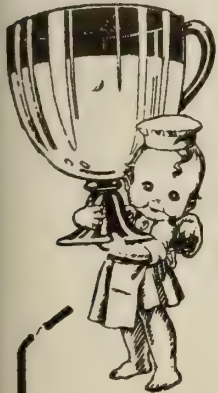
Cuba and Haiti Honey
and
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and
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Lignum Vitæ Wood — 6
inches to 9 inches diam-
eter for shipbuilders.
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**For Baking Powder, Blanc Mange and Custard Powders, Fruit Jellies,
Pure Banana Flour, etc. Anerley, London, S.E. 20, Eng.**



Custard that compels custom

It is the fresh, delicate, creamy
"home-made" flavour of Freemans
Devonshire Custard that has made
it so popular in the British Isles.

Oversea Troops from the Dominion
who have returned home are bring-
ing with them many links with the Old Country,
one of which is a desire to taste again its delicate
and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very
profitable line to stock, also it will enable you to push
your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled
purity and flavour to the ideal conditions of clean-
liness under which it is
manufactured.

Write for trade terms and
particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
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Freemans
FOOD PRODUCTS
Watford

OCEAN BLUE

In Squares and Bags.

EVERY woman takes a pride in
having spotlessly white house-
hold linen. OCEAN BLUE gives the
best results in the easiest way.

Give all your customers the opportu-
nity of testing it, and you will soon need to

Order more from your Wholesaler.

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The Gray Building, 24 and 26, Wellington Street, W., Toronto

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Established 1849

White - Cottell's Malt Vinegar

Is the Vinegar to build up a profitable, increasing and permanent trade.

Its delicious flavour and aroma distinguish it from all others.

It is equally good for pickling, salads, and table use.

It is guaranteed full strength, and ample warranty is given protecting you and your customers.

It is an ideal Export Vinegar, as it keeps well under all climatic conditions.

In short, it is the Vinegar which will pay you best to handle.

*Write to-day for Samples
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W. Y. COLCLOUGH
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*The Power Behind
the Dough--*

"BITARTOL"

Finest Cream of Tartar Substitute --- The Best by Test. 100% Acidity

Guaranteed to comply with the Local
Government Board Recommendation.

SUPPLIES IMMEDIATELY AVAILABLE.

"TRIBAS"

Cream of Tartar Substitute

Guaranteed to pass the Food and Drugs Act.

A fine white powder easily mixed with BI-CARBONATE of SODA and FLOUR. It produces an even aeration, so essential in the art of good baking.

"TRIANGLE"

Acid Calcium Phosphate
100% Acidity

Guaranteed to comply with the Local
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PRESCOTT & CO.
Rutland Mills, Hulme
MANCHESTER

It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide-awake. If you don't supply H.P., "the other fellow" will; probably he'll soon be supplying a good many other things, too, for once she knows the goodness of H.P. SAUCE, she's more than ever certain to take care she gets it again.

The moral is very simple—and very sound

H.P.

SAUCE

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R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

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Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

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throughout the World

Knows

SPRATT'S DOG CAKES and PUPPY BISCUITS

**Will you cater for
those in your town?**

*Ask your jobber for them or write for
samples and prices to*

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England.

TEA LEAD

(Best Incorrodible)

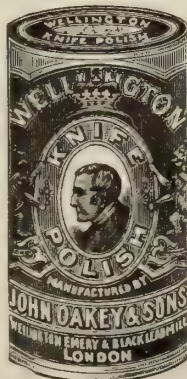
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as extensively used for years past by most
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A.B.C. Codes used, 4th & 5th Editions. LONDON, E.,
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OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation
for Cleaning and Polishing Cutlery,
etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
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AGENT:

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BRAND

Coffee and
Chicory Essence

THE BRAND
with the *Real*
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Owing to the withdrawal of war restrictions, supplies are now available in increasing quantities.

Correspondence invited

PROPRIETORS:

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REPRODUCTION of SPECIALITIES

MANUFACTURED BY

HENRY THORNE & CO LTD

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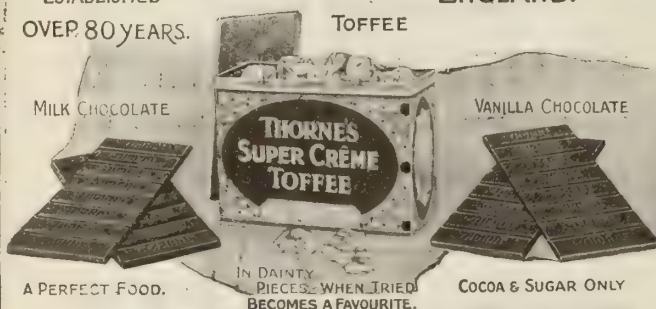
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ESTABLISHED
OVER 80 YEARS.

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MILK CHOCOLATE

VANILLA CHOCOLATE



HOUSEHOLD COCOA
A PURE COCOA
OF
HIGH QUALITY.



HEALTH
COCOA
A PURE COCOA
OF HIGHEST
QUALITY.

Supply
All
Colors



Make More Sales

Carry the Complete Line

Sunset Soap Dyes

Twenty-two standard colors, including Black, Navy Blue and other dark colors. Sunset colors are fast and only one simple operation is necessary to clean thoroughly and dye all fabrics.

Sunset is a Real Dye, honestly and extensively advertised, and sure to please your best trade: all colors can be supplied immediately. The spring and summer demand will be heavy—due to the high cost of clothing of every sort. Be prepared—order a gross packed in an attractive counter display and let it make sales for you. Sunset selling at 15c pays you more profit than any other dye.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

Mount Vernon, N.Y.

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Sales Representatives for U.S. and Canada:

Harold F. Ritchie & Company, Ltd.
NEW YORK TORONTO

"Quality" Brand Cereals

Rolled Oats
(Packages and Bulk)

Oatmeal
(Any Cut)

Split Peas
(Yellow)

Pot Barley
Gluten

Pearl Barley
Flax Farina

Brose Meal
Wheatlets

Their Superior Quality Keeps Them Moving

Flour

Hard
"Rainbow" "Our Chief"
"Hercules" "White Dove"

Winter
"Gold Seal"

Blended
"Star"
"McLeod's Special"

For Domestic and Export Trade

**CANADIAN CEREAL AND FLOUR
MILLS CO., LTD.**

MILLERS AND GRAIN DEALERS

Head Office: STRATFORD, CANADA

Four Mills

Quick Shipment

Field & Co.

(Fruit Merchants) Ltd.

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Cables: 'Loudly, London'
Codes (Private): A.B.C. 4th and 5th Editions,
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Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates



IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

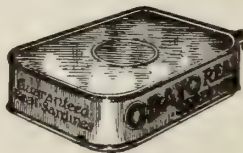


Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

O BAYO REAL SARDINES



The Élite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. $\frac{1}{4}$ -club. Nominal 10 oz., 12 oz and 18 oz. All with keys.

Special quotations upon Application

To the Trade

Though the demand for all grades of Windsor Salt and Regal Salt remains heavy, we are now in a position to make prompt shipment on all orders.

For Dairy Purposes Specify—

**WINDSOR DAIRY
AND
WINDSOR CHEESE SALT**

For General Use—

WINDSOR TABLE SALT

And for Household Convenience—

REGAL FREE RUNNING TABLE SALT

All Made in Canada by

The Canadian Salt Co., Ltd.
Windsor, Ont.



**Absolute Purity
Best Describes It.**

Cow Brand Baking Soda has a record not equalled by any other on the market to-day.

Seventy years ago it was a leader. It is first to-day.

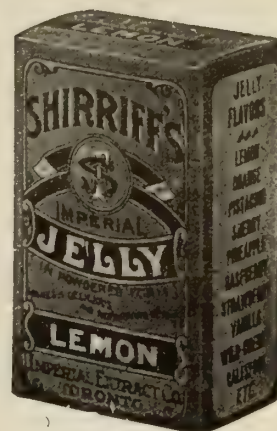
Church & Dwight, Limited
MONTREAL

Shirriff's

Where there's a preference for
goods of unquestioned purity

you'll always find a strong appreciation of the
Shirriff Products.

For Shirriff's are all that the most critical cus-
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SHIRRIFF'S TRUE VANILLA

—the purest essence of the Mexican Bean. Uniform quality and maximum strength. 50% above the Government Standard. The favorite of Canadian households for years and years. It is selling every day in the best grocery stores in the country, and dealers find it always worth featuring.



SHIRRIFF'S SCOTCH MARMALADE

a product superior in every way; so good and so delicious that particular people find in it their true ideal of all a marmalade should be.



SHIRRIFF'S JELLY POWDERS.

—admittedly the very best powders of their class in Canada. The wide variety of pleasing desserts within the scope of this Shirriff line has popularized it to a marked degree.

A counter display will convince you.

Imperial Extract Company
TORONTO

Agents for Canada: Harold F. Ritchie & Co., Toronto

Shirriff's

W. K. Kellogg's *new* method gathers the hidden goodness of the choicest corn into a rare and delightful flavor, a tempting and delicate richness of taste, perfectly cooked.

Your customers will enjoy this *new* quality of food-flavor just as it comes fresh-toasted from our ovens—our wax-tite package brings it to them unchanged.

The vigorous newspaper campaign now started in all the principal centres will create a demand for which you should be prepared.

Win your customers' favor by giving them **Kellogg's New Golden Package.**

Over a million families enjoy corn flakes made by this *new* process every day.



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U.S.A. and Canada,
1919.

*Some women like to place a
dish in the oven for a minute or
two before serving. Leave the
oven door open about two inches.*

Kellogg's DOMINION CORN FLAKES



KELLOGG TOASTED CORN FLAKE CO.
MADE BY

W. K. Kellogg
Cereal Co.

TORONTO, CANADA.

TRADE MARK REG. LICENSE NO. 2-067.

Kellogg's
**DOMINION
CORN FLAKES**

*The Sweetheart
of the corn*

The
Golden
Flakes
in the
Golden
Package

*Sho
or ba
Kellogg's Toasted Corn Flakes
Battle Creek, Mich. and
Toronto, Can.*

A. G. BAIN & CO., Hamilton

Increased Their Bacon Trade 60%



THIS IS IT--

The Hobart guarantee of quality is behind the Van Berkel. Clip the adjoining coupon, mail it to us and learn all about this money-making equipment. No obligations.

The Hobart Mfg. Co.

149 Church St. - - - TORONTO

And the illustration at the left shows you just the means by which they did it. They installed a

Van Berkel's PATENT SLICING MACHINE

and gave their customers real, quick, clean service in cooked meats, ham and bacon. They saved time. They saved waste (for there are no waste ends or scraps with the Van Berkel). They attracted more trade and increased bacon sales in the proportion above stated.

What this firm did you can do. A Van Berkel Slicer will make your cooked meats department 100 per cent. efficient—will enable you to sell more to more people with less bother.

The Hobart Mfg. Co.
149 Church St., Toronto

Gentlemen:—

I am interested in your Van Berkel's Patent Slicing Machine. Please send me, without any obligation on my part, all particulars regarding it.

(Name)

(Address)

Went to War

The Government took it all for the boys in the trenches—one hundred million cups of it. The firing line had to have the best. Now that the war is over—your grocer has it again.



Back from the War

HOME AGAIN

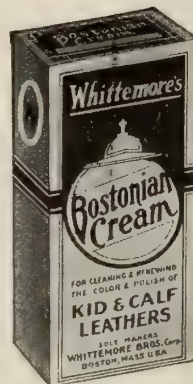
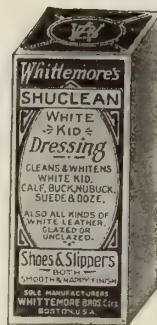
On the Market since 1909

At the Front since 1914

I. Washington's REFINED Coffee

CANADIAN SALES AGENTS:

Grocers' Specialty Company, 167 William St., Montreal, Canada



Quality **Whittemore's** Variety
Shoe Polishes

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.
Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

Take Advantage of Our Publicity

Link up your store with the Red Rose Tea Publicity Campaign, now running in the newspapers, by making a display of Red Rose Tea packages in your window.

Our new Waxed Board Packages are neat and attractive, and are easily arranged to make an eye-catching display.

If you will try one Red Rose Window Display, we believe you will be so pleased with the results that you will make frequent displays in future.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary Edmonton



Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered



Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

NORTHERN ONTARIO GROCERS

Shortly after the Germans discovered they were badly trimmed there developed in Canada a situation which makes it a [mighty [risky business to carry any excess stock. These [market conditions will prevail during the [entire readjustment period.

Buying "Down East" necessitates carrying a reserve stock because of the distant source of supply and the liability of shipments being delayed in transit.

Our shipments reach you in one to three days. In addition to this unrivalled service, we offer you minimum freight rates, a saving of cartage charges, stocks equal to your demands and prices which challenge comparison.

Protect your profits by using the advantages we offer.

Phone free to buyers

NATIONAL GROCERS LIMITED

COCHRANE NORTH BAY SUDBURY SAULT STE. MARIE

CANADIAN GROCER

Vol. XXXIII.

TORONTO, APRIL 25, 1919

No. 17

The Day of Promise Comes

DURING the past four years the world has been waiting for the coming of peace with a deep and profound longing. That day has practically dawned. It is the day of a promise of great opportunity.

It is true that the conditions that have faced the world during four years of titanic struggle cannot be changed in a day, that prices will remain high for some time at least, that there are still difficulties to be met, and dangers to be faced, but the day is certainly dawning on a new era and a better world.

World conditions, little by little, are returning to normal, goods that have not been on the shelves for years are returning to the market, and prices, for all that they are remaining high at present, will begin their gradual trend downward. This is not a condition of which the retailer need be afraid, provided that he has governed himself wisely.

The merchant has passed through stormy days, and should be the better for the training. He has faced problems that should make him more ready to step out and take advantage of the opportunities of business that are going to open their doors to him in the coming days.



Proving the Grocer a Salesman

David Hamilton, of Montreal, Does Not Follow Beaten Path, But Turns Stock Three Times Monthly—Will Not Handle An Inferior Line—Quantity Buying Secures Favorable Price Basis—14 Years' Successful Selling

By A. H. ILLSEY, Associate Editor.

DOES it pay to follow the beaten paths in merchandising? David Hamilton, of 71 Fairmount Ave. West, Montreal, does not think so, and believes in using his own initiative to create business and build up a connection with customers. Since Mr. Hamilton has a staff of ten clerks and four delivery men, and because of the fact that his business has shown steady expansion, and in fact large increases during the war, there must be something in his own ideas that have contributed to his success. Some of these ideas will appear in the following outline of a number of these policies given the special representative of CANADIAN GROCER who called on Mr. Hamilton recently.

The Clerk a Salesman

When Mr. Hamilton is in need of an extra clerk he has a heart-to-heart talk with him, and this is somewhat as follows:

"You have come here to sell goods for me?"

"Certainly, that is what I expect to do if I am engaged."

"I suppose then you know how to sell if a lady comes in to buy? We will sup-

pose that you are serving a customer, and she reads off a list of groceries. You put these down: one pound bacon, one pound coffee, dozen eggs, tin baking powder, package of raisins."

"Now you will total this up I suppose and treat the lady courteously?"

"Yes, you are right."

"Is that all? If so, you are not a salesman, and you will not fit into this store. We have new lettuce in, some fine oranges or pineapple, and many other new lines, and it is up to you as a salesman to sell these. Unless you can you are an order taker and not a salesman."

This will serve to illustrate one of the specific requirements that Mr. Hamilton's creed has defined as absolutely essential.

Familiarizing the Clerks With the Goods

"In selling canned goods as well as other lines, I have the men as well post-

ed as possible. We welcome samples from the makers, and these have to pass our own test. We open these and the men are asked, often, to take a can home and try them out there. The idea is that, if the line is a good one the salesmen should and must be sold on the particular lines themselves, and there is no other way, or no way so sure as that of knowing personally what the merits of the goods are. If the clerk is sold on the line as to quality he can sell it without any trouble."

Clerk, a Fellow Man

"It is my endeavor to treat my clerks as fellow men and to be fair with them," said Mr. Hamilton. "I try to pay them well and to give them all the consideration possible. It is but right that they should be treated as I would, myself, like to be treated."

There are many ways in which the clerk can be shown consideration. A little suggestion along this line came from Mr. Hamilton. His own residence is above the store, in his own building. In stormy weather he makes it possible for the men who live at some distance

SELLING CANDIES BY DISPLAY

Candies are a profitable selling line, and a line that largely sell themselves if well displayed. This store places its candy display case immediately in front of the office. Customers paying for the purchases must take their change across this counter case. The suggestion of the display is enough to create sales. The store sold 500 pounds on Christmas week.



Looking toward the door in the D. Hamilton store. Note the provision department at the rear of the picture.

Teach Clerks to Know the Goods

This Store Places the Onus of Sales on the Clerk—He is Shown That His Usefulness to the Store Depends on His Ability to Develop Sales—He Must Have a Full First-hand Knowledge of the Goods He Sells

to take dinner, and even lunch with him, if they so desire. It is doubtless one of those little things that the men appreciate under just such circumstances.

One of the salesmen in Mr. Hamilton's store has been with him for twelve years, or shortly after the present business was established. Another has been employed for about five years, and this man does the window dressing and has some fine displays to his credit, having won distinction in the "Rice Leaders of the World" window-dressing contest some years ago, and also another in a recent contest in connection with a nationally-advertised milk product.

An Invariable Rule

"I will not knowingly sell a line of goods of inferior quality," said Mr. Hamilton.

This applies to all lines stocked, and the accompanying photographs will indicate very clearly that a big range of fine goods is carried. Even in the sale of eggs and of butter this rule has been carefully followed. "I do not and will not sell dairy butter, and although some ask for cooking butter I tell them that we do not stock it, and persuaded them that the best grade is none too good for

one's stomach. It is a poor policy to use cheap food, for one is going through this life but once," said Mr. Hamilton.

Canned Goods by the Carload

"I buy my canned goods by the carload," said Mr. Hamilton. I can bring these forward from — and pay freight and all charges on them, and even then sell them for less than many other brands. By buying in this quantity I get the lowest price, and the line that I am selling is the best I can procure."

In this connection Mr. Hamilton pointed out the uniformity of quality, the closeness of the pack, the splendid labeling that always was on every tin, and the uniform goodness of the line right through. "In the last car that we had there were less than half a dozen tins off, and each of these had a nail hole in it, not one being bad." This brand has been handled for several years, and pears, peaches and other lines are sold even in gallon tins, and are very popular.

Sometimes a can of peaches, pears, or pineapple is opened, and during the day customers are asked to sample them. It is a successful plan.

Biscuits, Pickles, Catsups

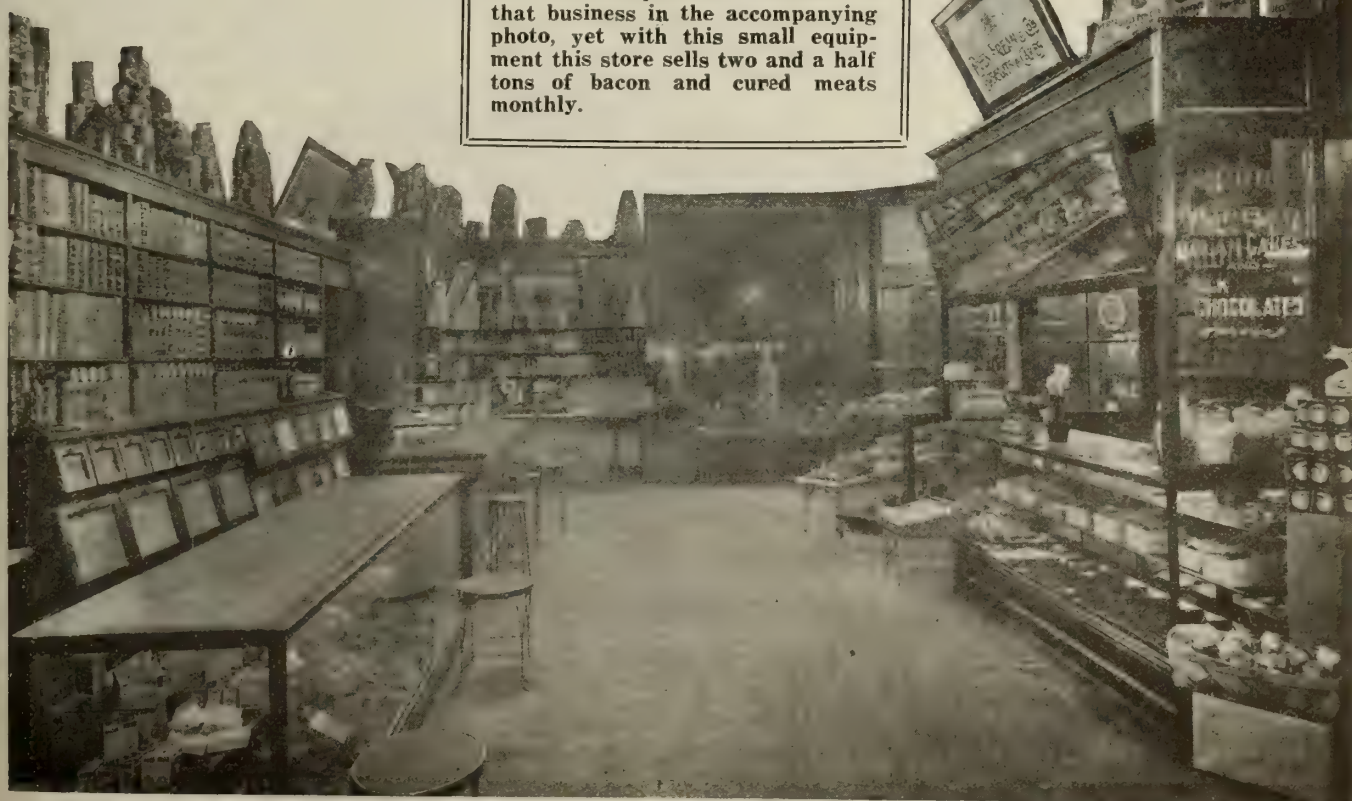
"I sold — biscuits for about twenty years," said Mr. Hamilton. "Some time ago this firm reduced the discount they were giving us and they kept reducing it until there was no discount at all. I stopped buying them, for I believe that when a merchant pays in 30 days for his goods that he is entitled to some discount. And although I began with but \$400 in cash, I have never yet failed to take my cash discounts. I have always held to this policy, and it pays. Some merchants think it is not worth while taking all these discounts, but they add up quickly."

Mr. Hamilton pointed out that the total of these cash discounts last year was over four times his original cash capital.

"We sold — pickles for many years. This firm did not want to treat us as we thought they should and we decided that we would not handle the line. They were sure that we could not

SELLING MEATS IN A SMALL DEPARTMENT

Some merchants say that they have not the space available in their store to enable them to do a large business in cured and cooked meats. A large department is not the first necessity, however. Note the small department devoted to that business in the accompanying photo, yet with this small equipment this store sells two and a half tons of bacon and cured meats monthly.



Interior of the D. Hamilton store, Fairmount Ave., Montreal, showing the candy display case in front of office.

get on without it, but we took on another line and have been able to sell it successfully. Our customers will take the line we recommend."

Practically the same experience was related regarding catsups, and a change from a former line resulted in the new line selling just as well as the former one had. And speaking of quantity selling, Mr. Hamilton disposes of about two and a half tons of bacon and cured meat monthly.

Words About Fruit

Fresh fruits have been a big seller as well as fresh vegetables. Successful selling of fruit has been brought about in large measure by buying in quantity. For instance, on one occasion 375 boxes of apples were purchased. It was a big lot but the price secured on so large a quantity enabled Mr. Hamilton to dispose of them at a price which cleaned them out in short order. "The very first night that we had these I put a lot in the window, and we sold 75 boxes before we closed. The balance were not long in going, and although the price to the customer was extremely low, Mr. Hamilton was well pleased with the 25c per box margin which he made. The money invested was tied up but a short time.

A similar instance was cited with regard to oranges. In this case 100 boxes were bought, and the price secured was much under the regular prevailing wholesale cost. "We dumped fifteen boxes of these in the window and sold them at 50c per dozen, while the wholesale price was over 60c on this grade, which were about 100 to the case," said Mr. Hamilton. "They were all gone in two days."

Similarly, Mr. Hamilton buys about twenty-five cases at a time regularly, and this gives him a price which permits of selling much lower than if small lots were purchased.

Helping to Sell Chocolates by Display

"We sold over 500 pounds of chocolates Christmas week, and during the Christmas holidays over \$500 worth," said Mr. Hamilton.

This is a lot of candy for a moderate-sized grocery to dispose of in so short a time. There was a reason for it, and probably there were two reasons.

"The line of candy that we sell is fine, and we sell only the one make of these. The quality is uniformly good."

The layout of the store permits of a silent salesman being placed right in front of the store office, or cashier's cage. All bills are paid here to the lady cashier, and the case serves as a counter. Just beneath, and under the eyes of the customer is a fine array of tempting chocolates, and these therefore practically sell themselves. They are a profitable line, and since they take up little



room and are popular with so many, they have proven to be a most satisfactory seller from the dealer's viewpoint.

"We had a shipment of biscuits come in from England," said Mr. Hamilton. "They were not taken into the store for a while, and many people noticed them on the sidewalk. Being one of our best sellers and just in fresh, direct from the factory, we sold 200 pounds that afternoon."

Turns Stock Three Times Monthly

In answer to CANADIAN GROCER'S question: "How often do you turn your stock?" Mr. Hamilton replied that although he carried a considerable quantity of goods, he was turning it three times a month and more. That is a big thing. For to keep stock turning frequently is one of the bigger questions to which the successful merchant immediately addresses himself, and this is a vital factor in the grocery business. It is probably one of the things which has enabled Mr. Hamilton to sell on a fair margin of profit and to increase his sales during war years very materially. He pointed out that this was not wholly from increased prices, for by buying in big quantity it had been possible to sell on a closer margin. Taking cash discounts also had been a help in the matter of prices charged to the customer.

Advertising Expense

During the progress of the war Mr. Hamilton is of the opinion that the federal Government might have done much to assist in a general bettering of conditions by introducing and making effective legislation to require the average worker pay cash for his needs. For instance, there were thousands of workers on munitions who drew big wages every month. Some of these men would get as much as \$80 or \$90 every two weeks. They would run a store bill and come in and ask what they owed. It might be \$30 or \$35, said Mr. Hamilton, and they would often say: "here is \$15 on account." They might have paid the whole bill, and the reason they could not was because they were buying silk shirts at \$5 apiece, or their wives were buying some other thing that they did not need." Had the Government taken some action Mr. Hamilton believes that it would have been better for all con-

cerned, and that real money would have been saved the country.

The overhead expenses of to-day are very heavy, and Mr. Hamilton has found this one of his biggest problems, and particularly of late. His cost for help last year alone exceeded \$10,000.

Delivery expense has been large. Some of the rigs go a long distance from the store. "We have customers in Notre Dame de Grace, miles away, who have never seen our store. They have heard of us through their friends, for we do not use newspapers in advertising. Women are our best advertisement, for if you can please a woman she will tell her friends of it, and vice versa if you do not please her."

To sum up, Mr. Hamilton believes that the owner of the business should possess initiative, and that if he and his clerks do not, then success is beyond the realms of possibility. Anyone can hand out the goods that are asked for, but it takes a real salesman to sell those that are not asked for. Yet they can invariably be sold if the salesman sets his heart to his task. Herein is one of the real pleasures of store keeping. And Mr. Hamilton stated that he did not care how well advertised a line of goods was, that unless it was of high quality he would not handle it, and that he could sell another on which he himself was sold.

TRAVELLERS ELECT OFFICERS FOR YEAR

The Dominion Commercial Travellers' Mutual Benefit Society has had 45 of its members overseas, of whom nine paid the supreme sacrifice, according to reports made at the annual meeting held in the Board of Trade on Saturday. The total membership of the society was stated to be 1,247, there having been 38 new applications for membership during the year. Of the surplus funds of the society \$5,000 has been invested in Montreal 6 per cent. bonds, bringing the total par value of bonds held by the society up to \$17,000.

The following will constitute the board of management for the ensuing year: Hon.-pres., Charles Guard; pres., W. N. Ahern; vice-pres., John McLellan; treasurer, F. S. Cote; secretary, J. F. Garrett; past president, Wm. J. Joyce; trustee, Maxwell Murdock, Charles Roberts, Romeo Brosseau, P. H. Burns, John Allen, S. S. Woodward, R. E. Matthews, E. E. Goodenough, William Blanchard, W. B. Matthews.

Mr. Ahern was elected president by 12 votes over W. J. Joyce, the vote standing 188 to 176. Three war assessments will be levied during the year on account of the deaths on active service.



Keeping in Touch With Summer Trade

How Almy's, Ltd., of Montreal, Go After Trade at Outside Points Along Water Routes
—Quick Auto Deliveries Made—Attention to Mail Orders—Telephoning
Orders in—Securing New Addresses—Cost of Delivery

FROM May until September many seek the open. A goodly number get away as early as possible, taking their families with them and remaining until early fall. This means that they will be unable to do their trading at their favorite store and that the connection may be retained, real prompt and efficient service has been afforded by "Almy's," whose store on the corner of St. Catherine and Bleury streets affords its many friends a comprehensive choice of merchandise.

Getting New Addresses and Names

With those who have been the store's customers it is sometimes possible to know about when they will be leaving town for their summer quarters. Care is taken to have the new address secured before they leave. This is kept on a list for that purpose and the connecting link between the store and its patron is thus preserved. With a prompt mail service any matters relating to the sales of the store or any special that might interest the party leaving town can be sent and early delivery assured.

But the best method of securing these desirable names is that afforded during the covering of the route selected by the personal representative of the store. This is the more valuable in that the occupant of a cottage along the lake or river front last season may be at a different point this. And in the course of the driver's trip he is in a position to make a good impression upon the prospect, if he have the proper personality.

The Route And the Delivery

What is known as the Lake Shore Route runs from Lachine, on the bank of the River St. Lawrence, to St. Anne's, a point eastward from Montreal twenty-six miles. There are many small towns and settlements here and there, and be-



tween the regular residents and the summer campers from the city a considerable population covers the territory.

As these people require a considerable amount of food and other supplies, they must be catered to in a manner to suit their convenience and meet their wishes as nearly as possible. And as before stated, many are customers of the Almy store.

Two of the large automobile trucks from the store are assigned to this service along in May, the date dependent upon the progress of the season. To each of these a dependable man is assigned—one who will be able to intelligently interpret the needs of the customer and know the stock of the store. Upon the ability of the management to secure men of the correct stamp, much depends.

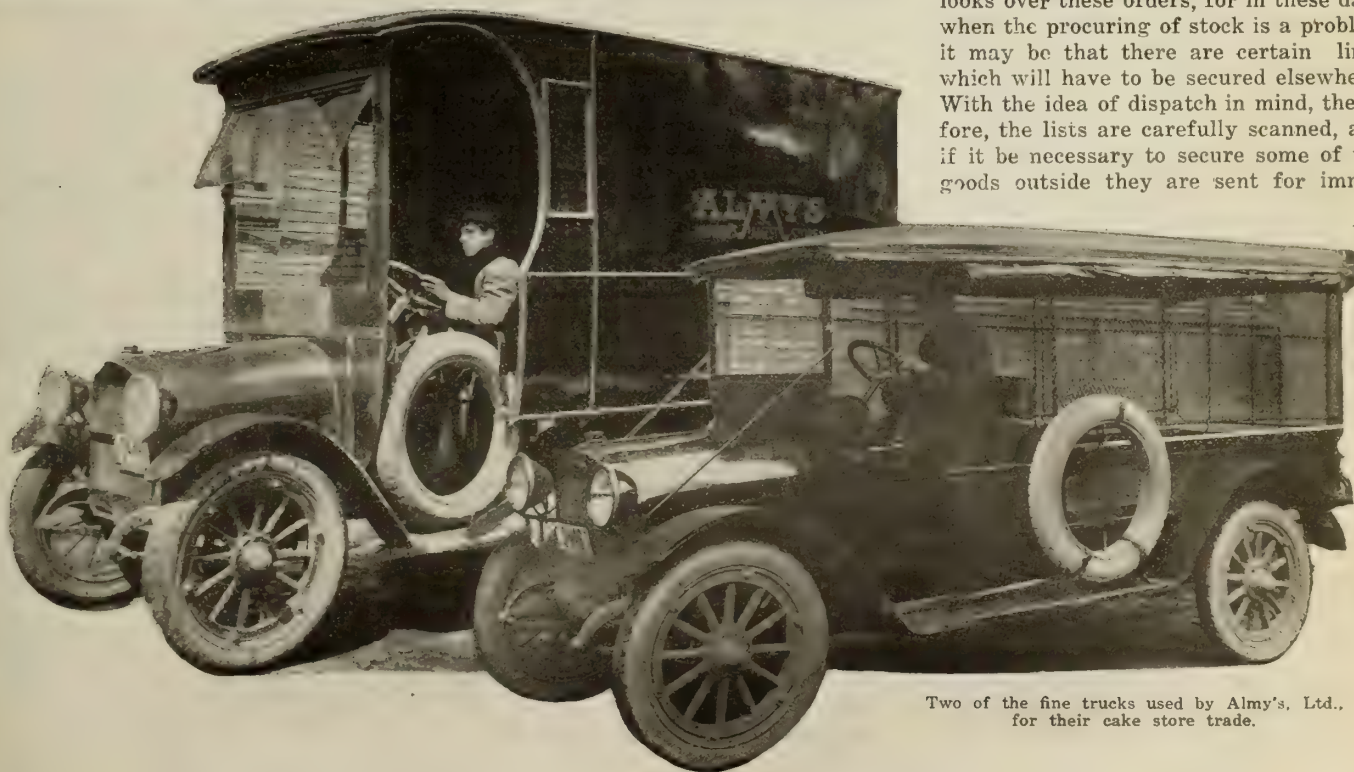
With them rests, very largely, the success of this feature of store "service" that has been taken out to the customers for their own sake as well as for the sake of perpetuating the connection.

Routes Changed Weekly

Provision is made that the deliveries shall begin between eight and nine in the morning. There is a going and also a returning route, encircling the Island of Montreal. One delivery goes one direction each day and returns the opposite, and as there are two automobiles in this service one man is given his route for the week and the following week he is required to take the opposite. This has the advantage of keeping the men acquainted with the trade, and they thus meet one another's customers. It has been found good policy, for the worth of a salesman is thus tested and he becomes a better student of human nature for his own as well as the store's benefit. And in case one is ill the other is familiar with his customers.

Sending Orders in Early

One of the prime requirements is that of giving service. As the men pass along their routes they take orders for delivery the following day, having delivered their goods to the various addresses. When a certain number of these are gathered the delivery man calls the store up from a rural point and transmits to the order clerk all orders collected thus far. The manager of the department personally looks over these orders, for in these days when the procuring of stock is a problem it may be that there are certain lines which will have to be secured elsewhere. With the idea of dispatch in mind, therefore, the lists are carefully scanned, and if it be necessary to secure some of the goods outside they are sent for imme-



Two of the fine trucks used by Almy's, Ltd., for their cake store trade.

diately the same day and are in hand for delivery the next morning.

It was here explained that the greatest care is exercised in procuring only such goods as are sure to be fresh and acceptable to the customer. Sending to the city



for these commodities, they are expected to be fresh, palatable and appetizing.

This method of telephoning orders in ahead serves two purposes. It keeps the order department busy, and they can also take time to assemble all orders with the greatest care, thus assuring well-tied parcels and the possibility of errors is reduced when ample time is given for the selection and putting up of goods. When the driver arrives toward closing time he has a limited number of orders and these can be taken care of with those previously 'phoned in, already put up.

How Perishable Goods are Sent

"In the case of perishable goods such as meat, fish, poultry and any other lines requiring care in handling, we use crushed ice in zinc-lined boxes," said G. D. Dugdale, manager of the grocery department. "Orders are assembled, and in the case of these goods they are kept on ice in one of our large refrigerators. They are taken from here the last thing in the morning just before the delivery leaves, and with the provision of ice as explained, the customer is sure to receive his order in good condition.

"In the case of perishable goods, these are so marked with a suitable sticker, and this method is also followed for any breakable merchandise that may be wanted from another department by marking 'fragile.'"

Cementing the Store's Goodwill

There is nothing better than guarding well the good reputation of a business. It is pretty hard to overtake the progress of a store that stands well in the estimation of its patrons. And so the Almy store has its men keep up the good work while on their rounds.

"I'm from Almy's," comes the cheery introduction of the driver as he steps

into the house of a new prospect. "Here is our advertisement from yesterday evening's paper—look it over and see if we haven't some lines that you require. We will deliver them promptly."

And so the customer very probably becomes interested. It shows very clearly what a splendid connecting link the tactful driver-salesman may be for his firm when away from the store. Very much depends upon him.

"One of the questions invariably asked these days," said Mr. Dugdale is, "How much is sugar worth?"

"We endeavor to get a good opening order from our friends who are moving out for the summer months," said Mr. Dugdale. "This is possible in many instances, and it also has been found feasible to suggest and secure the standing order of these people for the staple lines that we have been sending them weekly to their Montreal address. This helps by giving the delivery a basis for their trips, too."

Attention to Mail Orders

The Almy store has special mail boxes for the use of its patrons. These are conveniently located on St. Catherine and also on Bleury streets. They are much used and a great many orders come to the grocery department in this way. They are personally looked over by the manager the first thing in the morning and the same method of checking up stock to fill these orders is followed as above outlined.

The rural service to the lakeside points is served by a rapid transit system of two national railways, and many of the people resident there come in to the city daily to their work. A great many bring orders with them for immediate attention. Strict record of these is kept, and all postage is deducted from the amount of the bill for goods so ordered. This is a small matter but one that will be appreciated as another mark of service.

Other Methods Used Here

As above stated the territory from Montreal to St. Anne's is served by two railways. The service gives residents along the route the privilege of leaving the city at intervals of twenty minutes to half an hour. In the case of a customer wanting some meat, for instance in hot weather, he may telephone for it from his arriving depot or probably he will come in and select the same early in the morning. It is put in the refrigerator until shortly before the train on which he wishes to leave is scheduled

to go and a special delivery is made to the depot with his name and address on and "To be called for." In this way he helps himself and the store also, and in half an hour or less he is at home.

It was pointed out that tickets had been used which were perforated and numbered. These were so arranged that the customer would have a numbered



ticket and one would be sent forward to the store. The special article wanted would be delivered to the railroad company and they in turn would deliver it by express to the point desired along their line. This system had some disadvantage and is not particularly followed at the present time.

Cost of Delivery—Turnover

Almy's have given very careful consideration to the matter of delivery and its cost. For the purpose of serving this rural trade they have determined to maintain a prompt and efficient service, and this has been the first consideration. As Mr. Dugdale said, "The customer must be satisfied."

The cost of delivery has been figured in on the same basis as that of the general delivery expense of the store as a whole. In this way it has not exceeded two per cent. of the turnover, as a matter of fact it is a little above one and three-quarters per cent.

As to the turnover in lines sold to the trade catered to as "summer resort" patrons, this will reach probably \$300 per day in grocery lines alone, and there are, of course, a great many lines sold by the store that would materially increase this figure.

MORE MOUTHS TO FEED

In spite of the fact that the war is over the United States Food Administrator asks for bigger crops in 1919. There is need for even more food than before. Europe needs food and needs it badly if its millions are to be saved from starving and social order brought out of chaos.

The Food Administration is now planning to ship 20,000,000 tons of food to Europe during the next year, or about two-thirds more than it shipped during the past year.





Sharing the Business With the Clerks

By A. M. Peikoff, Grandview, Man.

THE question of getting the best results from every agency of the store is one that is of vital interest to every merchant. To have the store clean and attractive at all times, to have goods so arranged that they may be ready for instant sale, to have deliveries out promptly at the time promised, and more than all, to have the employees of the store constantly on the alert, constantly on the lookout for business, working with the real interest of the store at heart, is certainly the pathway to an assured success.

"I started in business in Grandview, Man., last September, with a general stock of about \$18,000. Beside myself I employ two clerks.

New Business Presents Difficulties

"Starting business in a new place presents a good many difficulties. With a new store, more than ordinary care is required if business is to be built up to a satisfactory basis; the store must be bright, attractive and well ordered. A hundred little details have to be looked after, details perhaps small in themselves but that added together make the conditions that bring customers to deal at the store. While I understood the importance of these things and did my best to see that everything was kept in the best possible condition, I found that under the system I was using it was impossible to achieve this result. It was either a matter of doing the things myself or of getting a habit of changing clerks every week or so, for they soon developed careless habits. But changing clerks frequently is bad business for the store. To have strangers constantly behind the counter is not the way to success, for it takes time before the customer will learn to trust the clerk and to put confidence in his judgment. I spent a lot of thought in trying to devise some plan that would overcome these difficulties, and finally I adopted an entirely new system that seemed to show some change of success.

A Bonus System Devised

"Under the new plan I employed the same two clerks, paying them a good salary and providing board and lodging. The head clerk gets \$15 a month more than the junior. Each clerk is expected to sell \$1,500 worth of goods a month. On business they do over and above that amount they each get a bonus of 2 per cent. Then to provide the element of competition, in addition to the incentive of the bonus, and to keep the junior clerk always on his tip-toes for business, I give him an additional bonus of 5 per cent. if his sales exceed those of the head clerk. In order that this bonus may not be too easily earned it is one of

the conditions of the new plan, that if the head clerk is beaten in sales he loses his 2 per cent bonus. He has then two chances to redeem himself, but if in the two following months the junior's sales again exceed those of the head clerk then their positions are reversed, the head clerk becomes the junior, and the junior the head clerk with the additional \$15 a month that goes with that position.

"I have found that this scheme works splendidly. There is now no necessity for the bonus, and I am glad to pay them all the bonus they can earn, for while it pays them it also works greatly to my advantage.

Penalties for Failure to Meet Conditions

"Then there is the matter of looking after the store. They each have their own department to look after. For instance, the junior has the groceries, hardware, crockery and paints. It is his duty to keep everything spick and span in this department. He must always have enough 10, 25 and 50 cent packages of rice, sugar, dried fruits, etc., and 5 cent. packages of candy.

"As a penalty in not having fulfilled these duties, and having sufficient stocks of these goods ready, he loses his counter check book. Even if it is in the midst of the busiest day I simply take the book away from him and put it in the register and he loses his chance of selling, and must then and there get to work parceling up the number of packages required. When he has done so he has his book returned and can resume his selling.

"The head clerk looks after the dry goods, gents' furnishings and boots and shoes, and somewhat similar conditions apply to his work.

Keeping the Store Bright and Clean

"Now in the matter of keeping the store swept and the counters and shelving dustless and bright, they are each given this duty for a week at a time, and are required to keep the store as clean and bright as the day on which it was opened. If this standard is not absolutely maintained then the penalty is that they lose their sales book until the condition is set right. This keeps them constantly alive as they are both looking forward to the end of the month in their

endeavor to increase their bonus and to endeavor to beat each other's sales.

How Carelessness is Discouraged

"In regard to goods that are damaged through carelessness, I have also thought out a way of making the clerk feel his responsibility. I do not attempt to sell these goods to the customer. I simply make out a bill for these goods to the clerk as though they had been sold across the counter, and this bill is of course deducted from his bonus. By this system the clerk gets a certain part of the profits of the business, and it is only right that he should be made to share the loss in the case of avoidable waste.

"Then in regard to the important matter of deliveries. Where deliveries are promised for a certain hour they must be delivered at that time. If a customer refuses goods on account of them being delivered late then the same policy is adopted, the goods are confiscated and the clerk responsible is given a bill for them and this amount is again deducted from his share of the profits.

Preventing a Rowdy Atmosphere in the Store

"Then we have adopted a system to prevent the use of profane language in the store. We have a charity box in the store, and if anyone swears they have to put five cents in the charity box and the proceeds are given to the Red Cross. This of course is a matter of mutual understanding, and is scrupulously observed.

"That is the general framework of the system I have adopted to keep the store running smoothly and at the highest possible level of efficiency, and it has worked wonders with us. All the difficulties that caused so much trouble and dissension under the old system, where the clerks were merely clerks with no interest in the success of the business, have vanished, and you would hardly recognize it for the same store. We are giving better service, and the clerks are more contented and more interested than they ever were, even at the best of times under the old method.

"This system has certainly proved itself of value in the case of our store."

A NEW IDEA

"Your honor," said the arrested chauffeur, "I tried to warn the man, but the horn wouldn't work."

"Then why didn't you slacken speed rather than run over him?"

A light seemed to dawn on the prisoner. "That's one on me," he answered. "I never thought of that."



Selling Candies a Worth-While Trade

Getting the Candy Trade of a District Proves Good Business For a Grocery Store—
Hundreds of Pounds Sold in Holiday Season, and Results in Many New Customers For the Store—Display Methods Build Business in This Line

“CAN the sale of candies be made, not merely a little catch-penny trade, but a real incentive to the merchant, sufficient to justify him stocking a substantial array not only of all-day suckers, and similar joys of childhood, but of the very best grades of candy on the market?” That is the question that many grocers are asking, and a question that many have answered in the affirmative, among them Charles B. Shields, Queen Street West, Toronto.

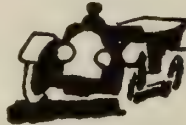
Mr. Shields is a strong believer in this business. “If you can sell candy in a drug store, why can’t you sell it in a grocery?” he asks. The only advantage that the drug store has is to be found in the hours they are open. Other than that the entire argument is in favor of the grocery store.

Like everything else, it is a business that needs cultivation. People have not always been educated to the idea that candies of the best kind were to be obtained at the grocery store. According to Mr. Shields, the way to get the business is to educate them, and that is not a very hard thing to do. The druggist does not try to sell candy, he merely puts it out on the counter and lets the customer ask for it.

“Why not adopt somewhat the same system in the grocery store?” thought Mr. Shields. “At least why not go as far as they do in the matter of display, and then a little farther in the matter of salesmanship.”

Using Display to Sell the Goods

With that idea in view Mr. Shields had two or three display cases made especially for him with the idea of keeping the thought that he was in the candy business as well as selling groceries constantly before the customer. These cases



are shown in the accompanying illustration, and give some idea of the very attractive appearance that they give to the store, and of the very strong appeal that their mere appearance would make.

So successful were these two cases in building sales that a little later he had a small case made on the same plan for the end of his main serving counter. This case was made to display both bulk and boxed goods, and was situated where it was about the first thing to catch the eye of every customer entering the store.

One of the main points in developing a business in these goods according to Mr. Shields, was to secure a brand of candy that was as good as anything that could be offered and to more or less build business on that line. Of course Mr. Shields handles the goods of three or four candy manufacturers, but he has specialized on this one line more or less because no other store in the vicinity carried it, and people who had tried it

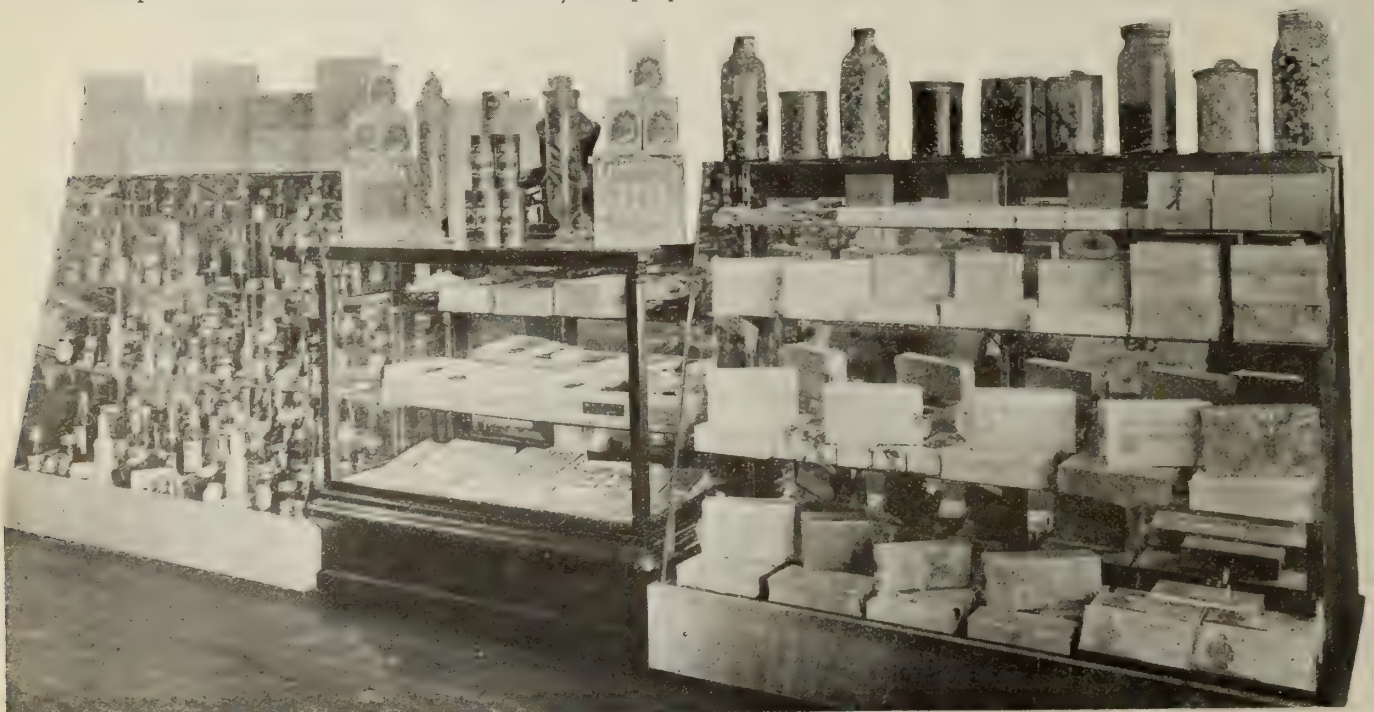
and appreciated the quality were more likely to return to the store again. For that reason, while he handles several other lines he makes a practice of suggesting this brand on every opportunity.

Two Classes of Business

The candy business divides itself into two classes: boxed candies and candies in bulk. Mr. Shields has a large and variegated line of boxed candies, and does a substantial trade in these goods. They are fine business he states, and show a good profit. The sale of boxed candies is usually a sale for gift purposes, where price is a minor factor. The young man wishing to present a box of chocolates to the lady of his heart is not likely to question the price. A dollar or a dollar and a half, it's all the same to him. He gets an attractive package and is thoroughly satisfied. He is convinced that the quality is of the best, and that the lady of his heart will know it, which is a far more important factor than the mere matter of cost. Of course there are many other people who buy boxed candies for gift purposes also, and during the past year there was a brisk demand for shipment overseas, all of which made this item a very satisfactory one.

Increasing the Number of Uses

But it is not the largest item. The matter of turnover, as in most other lines is an important factor in candy sales, and turnover cannot be built up on merely a gift business. Mr. Shields' idea is to



The specially built candy display cases in the Charles Shields store.



Interior of the Charles Shields Store, Queen St., Toronto. The candy display cases shown in the former photo appear at the right of the picture. Mr. Shields is at the left of the picture.

increase the number of his customers who are regular purchasers of candy at his store. In that direction lies the road to a really successful business, so he has devoted his greatest effort to the sale of candies in bulk, and as a result, large as the boxed candy sales really are, the larger part of the business is in bulk candies.

A slight cut in price is a very effective way of creating sales in Mr. Shields' opinion, but it is not a method that applies to boxed candies, for the reasons stated above. A slight cut on boxed candies would possibly not result in a single extra sale, but in bulk candies it is a very different matter. Candies offered for sale at a few cents less than usual prices, especially when the quality is known to be good, are sure to attract attention. People who had no intention of buying will be attracted by the special inducement, and will purchase. Moreover, candies in bulk display are more readily visualized by the customer.

Window Displays Help Sales

Mr. Shields has fostered this sale by judicious window displays. A whole window is devoted to the showing of bulk candies, with attractive cards calling attention to the name of the maker and the quality of the goods, and the attractive price at which they are offered. Not only have these window displays been a method of actually developing sales, but they have resulted in a widespread knowledge that the store handled these goods and took pride in the quality of the line they offered. Moreover, the window displays did bring actual results. The day before Christmas one window of the store was devoted to the display of these goods, and in that one day 147 pounds of bulk chocolates were sold in addition

to a large demand for boxed candies for gift purposes. Mr. Shields stated that every customer purchasing bought a five-pound package, the quantities in which these bulk goods arrive from the factory. One man alone bought \$13 of these goods for distribution among his friends. That is a record that shows what can be done in featuring these lines, and it is a record that means money to the merchant selling them.

Giving the Store Individuality

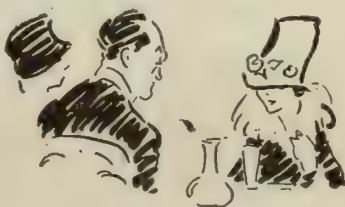
Mr. Shields' idea in featuring these lines is first of all of course to make money, but behind that idea is the well-proven fact that the store must have something individual to offer if it is to attract customers. Sugar and canned goods and articles of that nature are hardly an inducement, every grocer carries these lines, and there is nothing in them by themselves to attract customers to the store. But every grocer does not stock candies, and therefore they are a line that will be a factor in attracting people. Mr. Shields has many instances of this. Strangers who have dropped in to buy a pound of candies come in again at a later date asking for more of the same kind. It may be that they buy nothing else. Even so, their trade is worth while, but very frequently they not only buy candies, but little by little come

to buy other things, till eventually they are regular customers of the store.

Actually Creating Sales

But there is still another idea that is expressed by Mr. Shields, and that is that candy sales are as yet an almost untouched field that can be developed into something distinctly worth while. He can actually create customers by judicious salesmanship and display, and that is what he is actually doing.

There are many factors that help in this campaign, and the most important of these is the temperance movement, the curtailment of the sale of liquors has been the most effective argument in the increase of candy sales. People who were accustomed to use liquor have become candy users instead. There are plenty of statistics to prove this fact, and every candy seller can offer evidence of the change that has occurred in his clientele since the temperance move became such a large factor in the country. This then is an actually new demand that has to be met by someone. Added to that, the Candy Manufacturers of Canada are carrying on a campaign to stimulate candy sales. Unquestionably this campaign is going to result in a largely-increased consumption, and the merchant who ties himself up to this campaign and features candy is going to reap an ever-increasing benefit. Mr. Shields does a general grocery business just the same as any other grocer in the land, but he has found that it paid him to feature this line, has found that it was worth while to spend some money in displaying these goods. It has proved itself with him. It has meant better profits and better business.



A Credit System for General Stores

A Simple and Efficient Method of Handling General Store Accounts Worked Out and Found Satisfactory by a Practical Storekeeper

By DAVID ARNOT, White River, Ont.

SOME time ago you published an article on the method of the late W. E. Sproule, of White River, Ont., in handling the credit sales. I have taken his idea as the basis and have worked out a quick and accurate system for the balance of the accounting necessary in a business of this kind, and feel it is good enough for you to publish for the benefit of the trade. Having been in a general store myself for ten years in British Columbia, I know the drudgery that keeping books is to the busy storekeeper.

We have a cash register and use a credit register for the credit account. It has slips in triplicate. On a customer making a credit purchase he gets a pink slip, the white goes on the credit register holder, the yellow on a pin on the register. Paying cash on account, customer yellow, pink on the system, white on the register. Returning goods, customer white, yellow on system, pink on register. The object of this is to facilitate the handling of the slips on checking up at the end of the day. We ring up all credit sales and received on account on the register, and paid outs; these must correspond with the slips put on during the day. The amounts are

entered in the Cash Register book and from there into the Cash book and the total of credit sales at the end of the month direct to merchandise and credit accounts in the Ledger.

Handling Goods Returned

Any goods returned are taken off the total of credit sales for that day, when checking up; this keeps our account in the Register book straight with the system. At the end of the month, the amount shown by adding the accounts owing in the system, and taking from it the amount of cash paid on account, plus balance from last month, should balance. I opened an account in the Ledger and called it credit system, debited it with the amount shown on certain date, and each month we debit the charge accounts and credit the received on accounts; the difference between the two gives us the amount due according to our total on the system. If they don't, you have to check up. For we find the only bad fault with the system is the carelessness of clerks not bringing forward the proper balance.

Wholesale Accounts and Others

For the wholesale accounts and others

necessary, we use the following books:

Invoice Book: When the goods arrive and are checked off, we put the amount down; any credits given are also entered in this book. This has three columns, the third we use for goods bought for fixtures, or anything outside of merchandise; the total of the whole is entered up to their respective accounts at the end of month; the individual accounts are entered each day.

Ledger is used for the wholesale accounts, and I put bills payable account in this to save bother of unlocking private Ledger so much.

Private Ledger: This contains the partners' accounts and all profit and loss accounts. Has a lock and put away.

Bill Book (loose leaf): This has a ruling for discount, and any bills we accept, from which there is a discount, are entered in this column. The total of bills accepted and discount are totaled at end of month and entered to their respective accounts. We purchased this book locally and also a splendid loose leaf multi-column cash book ruling, which would do for the Cash book, which I will describe.

Trial Balance Book: This we keep for our balances due to the wholesale firms

													BANK				
Date 1919		Folio	Cash Sales	Rec'd on account	Sundries	Date		Folio	Cash Payments	Expense	Freight	Cash Purchases	Deposits	Interest	B.F. Paid	% Paid by bank	Total
Feb. 6	Balance last month				50 00	Feb. 1	Bank Balance from last month						1000 00				
" 6	C.B. Johnson				6 00	" 1	Wm. Jones	176	10 00	600 00	10 00	50	600 00	75	500 00		
" 6	Cash sale					" 2	Wm. Smith	67		60 00	10 00	1 25		15	1000 00	60 00	
" 7						"	Geo. Doe	100								140 00	
" 7	Bank cash sent for checks	X			1000 00	" 23	Wm. Johnson	74		10 00	2 50	10 00	4500 00	10 00	90 00	500 00	
						" 28	J. Devitt	40			1 50	100	2000 00	5 00	3000 00	70 00	
							Fixtures	75	100 00							1000 00	X
									110 00								110 00
							Expense	407		670 00							670 00
							Freight	908			24 00						24 00
	Mdse.		6000 00		6000 00		Mdse.	70				111 75					111 75
				9000 00	9000 00								8100 00				8100 00
							Interest	46						15 90			
															4590 00		
																2770 00	
					16056 00												9015 75
Mar. 1	Balance				7040 25		Balance										7040 25
																	16056 00
							Bank %										
							Deposits							15 90		15 90	8100 00
							Interest										
							Bills pay.								4590 00		7375 90
							Balance in Bank										724 10
Mar. 1	Balance												724 10				

(1) Shows money lent by bank, for purpose of cashing cheques. (2) The amount paid by bank should be on a blank line and person's name to whom cheque was made in column for name so as to charge to their account. (3) You will notice as there are no accounts in ledger for bank account no record is made in folio column.

on open account; it facilitates getting the balance each month as one entry does for a whole year, with a few lines left between each letter; it allows for any new firms you may open accounts with.

Journal: This is for any cross entries that may come up. We find there are very few, but when they do you must have a place to put them.

The Cash Book

Cash Book: This is the "boy" to facilitate my explanation. I am sending you herewith a cut of it. On the debit side we enter each day from our Cash

Register book the amount of cash sales, received on account, and money from other sources shown by it; at the end of the month the total of the two former are entered to their accounts, the sundries are entered daily as they occur. On the credit side you can have as many columns as you like; these are totaled in the same way and entered at the end of the month. The only ones to enter daily would be out of the sundry column.

The bank account is handled altogether through the Cash book, which is a saving. You can check everything right from your bank account statement when it is received at the end of

the month—can tell at any time just how you stand with it without referring to any other book. We get money from our bank twice a month. This is just entered on both sides of the Cash book, and nothing further is needed. The illustration will give a better detail than all my explanations would do.

Any interest or charges made by the bank during month are put in a column and worked out in the way shown to get balance.

These three items do not take part in balancing up for cash—only when getting bank balance.



Making Fruit a Leader

This Policy is Found to be a Means of Cultivating and Encouraging Trade, According to the Experience of a Guelph, Ont., Store



FRUIT and vegetables may be either an incidental of the store's trade or one of the important and leading lines, both as regards bulk of sales, and as regards the attractive force that these lines exert in stimulating other trade of the store.

Hood and Benallick, Guelph, Ont., have found that fruit is about their best line for cultivating trade, and they make the very most of it.

"When you develop the idea that such and such goods can be had at this particular store, if they can be had anywhere you have gone a long way toward cultivating a trade in these lines, and as a result have attracted people to the store, with all the opportunity this affords of selling them other goods as well." That is the way Mr. Benallick states the policy that has led them to make fruit and vegetables a distinct leader.

Novelties in Fruit and Vegetables as a Leader

"We always make it a point to have novelties in fruit and vegetables when they are to be had. They are something novel to suggest to a customer, something that is pretty sure to arouse her interest and make her ready for other suggestions. They are a factor in making the customer think of the store whenever she is looking for something a little different for the menu. In this way they are a great business builder for all the store's trade."

Week-End Sales of Fruit a Usual Practice

Even when the goods are not novelties Mr. Benallick states that they have found

it of value to make fruit always a leader and to keep it always before the public. Each week-end they have a special sale of oranges for instance, and show them in quantities that suggest that the sale is a real bargain. When the CANADIAN GROCER representative was in the store on a Friday there were twenty-two boxes of oranges opened and displayed in the front of the store where they were sure to catch the attention, and it was very seldom that a customer would give an order without the additional, "and oh yes, a dozen oranges."

"By Saturday night," said Mr. Benallick, "there will be very few of those oranges left. We can sell fifteen to twenty cases regularly on a week-end sale. Of course we make a special price on these, but buying in twenty and twenty-five case lots we can get a better buying price that pretty well accounts for any cut and leaves us with a good margin of profit."

"Quite apart from any matter of price, however," Mr. Benallick continued, "I think that making a good display of fruit wherever possible, either new things, or old things in unusual quantities, is one of the most effective ways of gaining the interest of possible customers."

With the more distinctly summer fruits they adopt the same principle, buying in quantities and letting the public know that they have plenty to sell.

Bulk Display Develops Business

"We buy basket fruit by the hundreds and have it delivered on the sidewalk. There is a city ordinance that discounts this practice, but that ordinance gives us twenty-four hours to move the

goods, inside the store, and by nightfall that task is usually fairly simple. The passers-by see the fruit there on the sidewalk and are at once attracted, and we will readily sell anywhere from 100 to 250 baskets a day. If Mr. Hood the senior partner can get a better price by buying a whole lot he will take a chance on it, and have it sent to the store. One man can readily look after this trade so there is no great expense attached to it. It is mainly bought and carried away, and night time sees very few baskets to carry over and consequently a very small element of danger from waste, the only thing that can make the sale of fruit unprofitable. If they did not see the fruit they might never think of buying, and if they did not see it in some quantity it would not be very forcibly brought to their attention, and for that reason we believe that selling in bulk is one of the most effective means of making fruit a leading element in the business."

THOSE RURAL PROFITEERS

Mrs. Newlywed went to the grocery store to do her morning marketing. She was determined that the grocer should not take advantage of her youth and inexperience.

"These eggs are dreadfully small," she criticized.

"I know it," he answered. "But that's the kind the farmer brings me. They are just fresh from the country this morning."

"Yes," said the bride, "and that's the trouble with those farmers. They are so anxious to get their eggs sold that they take them off the nest too soon!"

The Clerk's Window Contest



Winner of the First Prize

THIS effective display was judged to be the most effective selling window of those submitted in the Clerk's Window Contest. It was dressed by J. L. Wyckoff, of London, Ont., and is reported to have been a real factor in stimulating trade. The attractive arrangement is given added effectiveness by cards that tell the passerby exactly what he wants to know about these goods. Note especially the centre card at the top of the photo.

THE WINNERS

- 1st Prize—J. K. Wyckoff, of Wyckoff's Quality Food Store, London - - - - \$10.00
- 2nd Prize—Harold Crone, McLean's Grocery, Moose Jaw, Sask. - - - - \$5.00
- 3rd Prize—Heuther & Todd, Guelph, Ont. \$3.00
- 4th Prize—W. G. Blais, with D. W. Stenson, Sherbrooke, Que. - - - - \$2.00
- Honorable Mention—G. F. Fissette, with D. P. Foster, Cayuga, Ont.

Selling Fruit by Bulk Display

TAKING advantage of the psychology of crowds is proved to be the best of business strategy.

THERE is no argument for selling fruit equal to its display in quantity." Such at least is the opinion of Mr. Benson, of Benson Bros., Guelph, Ont. The actual display of many boxes, or large piles of baskets, seems to be something that the customer cannot resist.

Just what the mental process is that leads a customer to think that because fruit appears to be plentiful it is particularly desirable it is not easy to decide, but such is the case; sales from a display of a number of cases of oranges or other fruit, almost invariably exceed the proportions of sales where the display is of smaller quantities.

The Shady Side of the Street

This is the fact that has determined the policy of the Benson Brothers' store. The store, too, is peculiarly well situated for displaying fruit. To begin with it has ample show windows situated on the shady side of the street, on a busy thoroughfare. The fact that it is the shady side is in itself no small advantage. Fruit may be displayed in quantities without the fear of it being sunburnt, and its fresh, inviting appearance destroyed. Then, too, it is a well established fact that people unconsciously use the shady side of the street. This is not merely a theory, it has been proved by investigations to be a fact. For this reason the bulk of the traffic on this street will pass the Benson Brothers' door, and will consequently be brought under the direct influence of this bulk display.

Keeping the Display in Front

The store has a wide entrance, and there are low tables fitted into the doorway at each side, on which fruit is displayed in the open where the passerby cannot fail to see it. As an illustration of the fact that this method is of advantage, it is to be noted that the buyers of this fruit are not necessarily regular customers of the store. These the store will probably get anyway, for one way and another the housekeeper usually has these lines called to her attention. But it is a fact that a good part of the trade in fruit comes from a passing trade. Men going home from work at noon or in the evening will see the fruit as they pass and will probably stop and buy a couple of boxes of strawberries to take

home with them. That constitutes a sale that would probably be lost to the store were it not for the outside display, and it is a sale that in most cases does not entail the expense of delivery.

Quantity a Selling Argument

Then, too, in the heart of the summer fruit season Mr. Benson's practice is to make huge piles of baskets outside the door, possibly five hundred baskets may be thus displayed. The quantity seems to have a peculiar fascination for the public, and plays to that well known peculiarity of all buying publics, the desire to see and handle the goods. There may not be a shade of difference in the quality of a pile of basket fruit, but each customer is pretty sure to see a particular merit in some basket of the lot and is far more likely to purchase than if he had to take some one particular basket.

This large display attracts people, and these crowds attract other crowds, as is the way with crowds the world over. That secures the attendance of customers, and once there they are brought under one of the most important selling impulses, the sight of other people buying.

There is a whole lot of crowd psychology in this method of selling, a factor that is far more important than many people realize. Perhaps the merchants adopting the system may not think of it this way, or they may think of it in other terms, but they realize the effect and make the most of them.

Four or Five Hundred Baskets a Day

Mr. Benson states that during the height of the fruit season they would perhaps sell three or four hundred baskets in a day. Of course this record would be only for a few days of the season, but the daily sales would be up in the hundreds of baskets.

Now a grocer who stocked only a few baskets and kept them well out of view inside his store, might, or might not dispose of them, with the chances rather in favor of the might not, for people will see this large display and will register

an unconscious conviction that this is the place to buy fruit.

Moreover, this method of selling is done at the minimum of trouble and expense, the customer takes all the pains. Instead of having to be convinced of his need of these goods, he does his own convincing, and actually sells and serves himself, and goes away happy in the conviction that he has made a very shrewd bargain.

A Sad Example

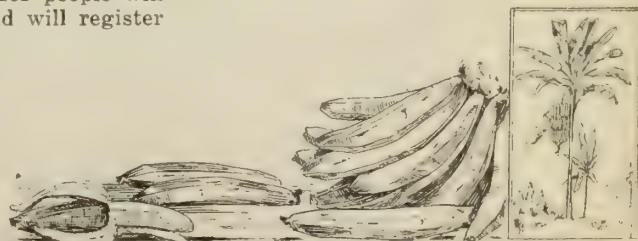
Take an instance in point. Every grocer knows the difficulty of selling bitter oranges. He knows from bitter experience that his customers can hardly be induced to buy them till the season is practically over. The reason is largely to be found in the fact that the average grocer stocks these goods in only small quantities. The customer figures it out about this way: "When the fruit season is on there is a lot of fruit, and that is the time to buy at the best figure. There are only a few of these bitter oranges on display and therefore of course the season is not on." It may not be a particularly reasonable way of thinking in regard to bitter oranges, but it is a fact nevertheless.

Creating a Buying Impulse

The whole essence of the bulk display of fruit is that it creates in the customer's mind the buying impulse. When the public see these large piles of fruit they figure that it is the time to buy, and they do buy without any coaxing.

There are, of course, other ways of selling, but this is surely the easiest and the most effective to play on the little human weakness of a liking for crowds, crowds of people or crowds of peaches, it is all one, it gets the public interest. To sell three to four hundred baskets of fruit in a day is no small item, to sell even a hundred means a pretty good day's business for the store, and to throw away this effective argument is a waste.

Benson Brothers are firm believers in display, not only in fruit but in every other line, and they adopt this policy with necessary variations in much of the business of the store, keeping the goods always before the customers they desire to sell.



The Clerks' Window Contest



Winner of the Second Prize

THIS window was dressed by Harold Crone, of the McLean Grocery, Moose Jaw, Sask. It is arranged as follows:—

First row—Package dates, that have been off the market for some time, and are consequently in brisk demand. Second row—Two large glasses containing marshmallows and butterscotch, with a few bottles of olives, and canned fruits. Third row—Two rings of oranges with a centre of dates. Fourth row—Two rings of lemons, with a ring of apples in the centre; several plants are also used. Fifth row—Two rings of grapefruit with a box of prunes in the centre and bottled olives at the side. Sixth row—A ring of apples in the centre with a ring of oranges at each side separated by a box of dried pears and peaches. Every article in the window has a card with price attached, and the window has proved a very attractive agent in selling the goods. The gay colors of the fruit show to especial advantage under artificial light. The rings referred to are merely cheese box lids covered with tissue paper, which permit a good display of fruit with little stock in the window.

Assuring a Fresh Supply of Fruit

A Little Preachment on the Art of Buying and Selling Summer Fruits, and of How They May Be Made Attractive to the Customer

By J. L. WYCKOFF
Dundas St., London

WHILE on my weekly tramp in the country one Wednesday afternoon, in the latter part of the month of June, nineteen hundred and fifteen, I noticed a wayside cottage covered with Rambler roses, with a beautifully kept lawn in front, surrounded with a border of the finest lot of peonies that was ever my pleasure to see and being curious to know the owners of this place I made the excuse of asking for a drink of water; and while the good housewife was getting me a glass (for you see she did not think the regular tin dipper hanging on the pump was good enough for me)—up comes Mr. Man, the other partner of that estate, and after discussing the weather and one thing or another, he asked me if I would like to look over the place. As that was just what I was waiting for him to ask me, I assented readily. The first part he showed me was his strawberry patch, which was just in the first stages of ripening; such berries, large firm and luscious. I came to the conclusion that I wanted those berries for my customers. While walking through the patch and Mr. Man was telling me something about the methods of growing strawberries, the best kind of fertilizer, the best time to cultivate and one thing and another, I figured that he would have about thirty-five hundred boxes all together, with largest picking for one day about nine hundred boxes. I offered to buy his entire crop at the market price each day; this was agreed upon.

Now this farm is about three miles distant from the city with a suburban line passing his door, which made delivery very convenient; we would get berries on Monday mornings by ten o'clock, while the other stores would not get theirs until two in the



A scene in the berry field that supplies the Wyckoff store

afternoon; on Saturdays we get Friday afternoon picking in the morning, Saturday morning picking in the afternoon and about seven in the evening the balance of the day's picking. Fresh, luscious, red, ripe strawberries picked the same day for Saturday evening business—made possible by the suburban line.

LEAVING ORDERS AHEAD

The method we adopt in handling the crop is very simple; every customer is asked to leave his order for preserving ahead and they leave it entirely to our judgment just when the order is filled; in this manner we take care of an extra heavy day's picking and our customers get choice fruit.

We follow up all the small fruits just the same as strawberries, buying direct from the field and mostly all from the same farmer; we have followed this plan with great success for the last four years.

Our shop is situated on a corner with windows facing both streets. This corner window we use for displaying fruit the year round. It has an extra floor built on a slope, and then tastefully arranged with glistening fresh fruit—a nicely worded card stating, "You get the berries same day as picked," with a couple of boxes upset on a plate to show the berries are the same all through—a few sprays of the plant with bunches of ripe berries scattered here and there, you have a display that for attractiveness it is hard to beat.

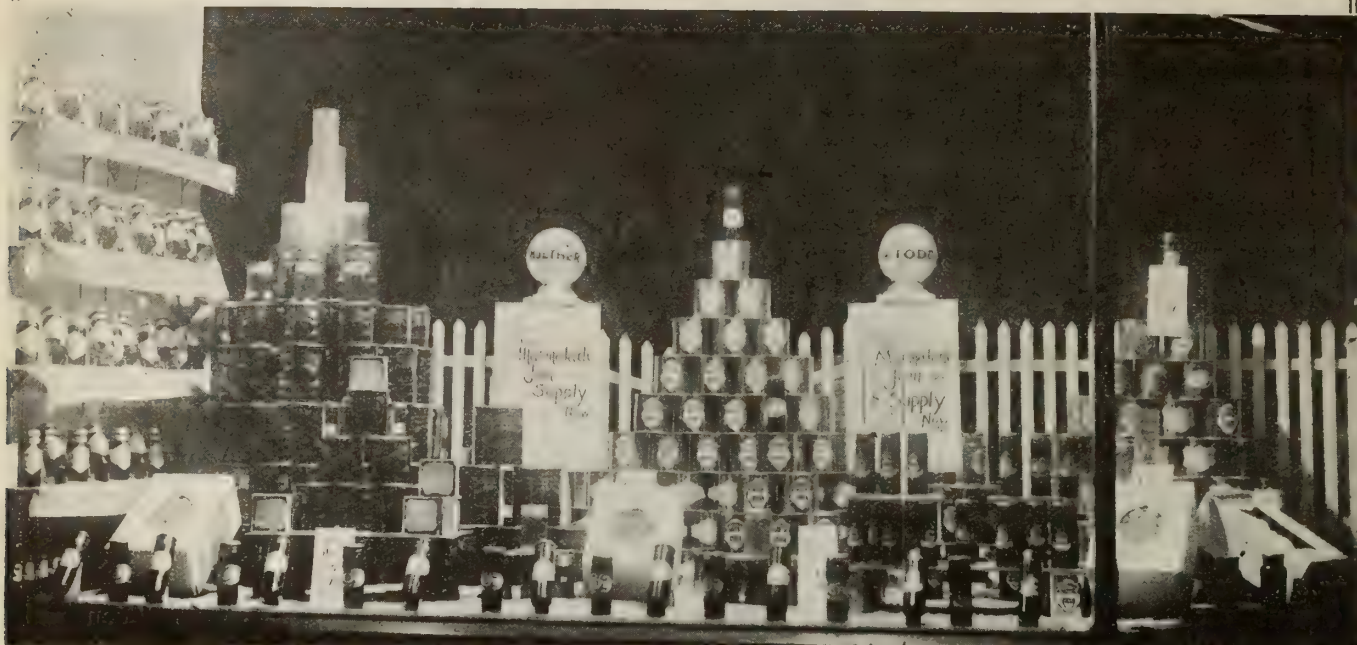
This window is washed and trimmed every morning during the summer fruit season and takes about two hundred boxes of berries to fill both sides; it is also arranged so as to be easily accessible too by the customer, as we find that some people prefer to pick out their own box. The window is kept refilled from the case, which only takes a minute if done at once, thereby keeping the window from becoming ragged.

WALTER BAKER COMPANY MOVE EXECUTIVE OFFICES

Walter Baker & Co., Ltd., cocoa manufacturers, have removed their executive, business, selling and advertising offices from 45 Broad St., Boston, to the Administration Building at their manufacturing plant in Dorchester, Mass.

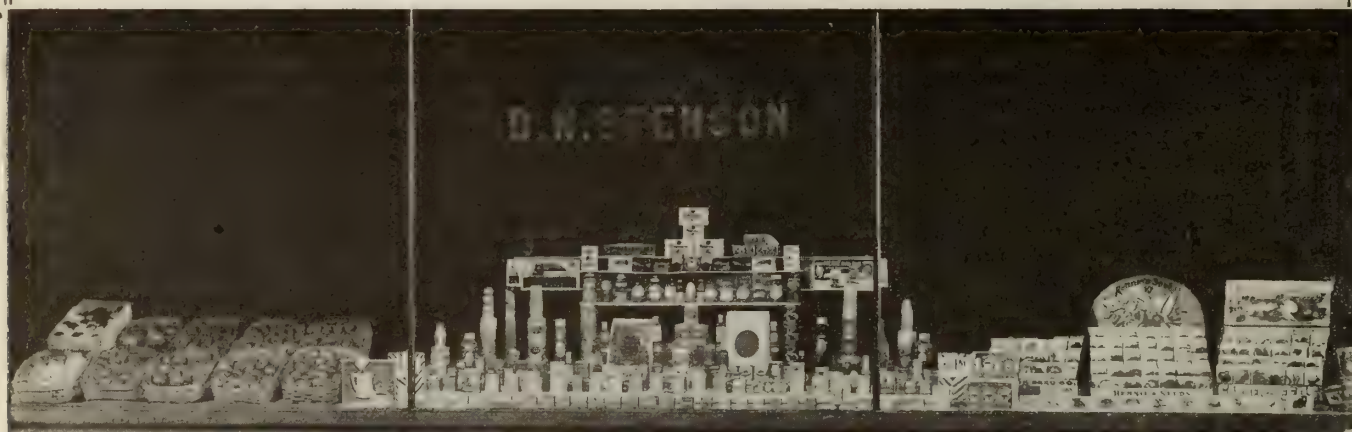


The Clerk's Window Contest



Winner of the Third Prize

THIS window was submitted by Heuther and Todd, Guelph, Ont. It features honey, marmalade and jam, and there are cards calling attention to the fact that the home supplies of these articles may at this time be running low. The appeal met with direct results. The window was put in on a Thursday and redressed on the following Tuesday; during that time half the goods displayed in the window had been sold.



Winner of the Fourth Prize

IT was not the intention to give more than three prizes in this contest, but the accompanying window was of such merit that it was decided to add another prize. The window was entered by W. G. Blais, of the D. W. Stenson Store, Sherbrooke, Que., and was successful in developing a demand for many of the goods displayed.

How Departmentizing Helps the Store

Benefits Revealed Early in the Game—System Employed Simple—Monthly Stock Record—How the Records Help Out—Cash Business Conducted—Spending Cash Where Credit is Given

By G. S. WILLIAMSON, Associate Editor

THE departmentizing of the general store as outlined by A. F. Higgins, proprietor of the A. F. Higgins Co., Ltd., with general stores at Roland, Carman and Morris, in Manitoba, does not look like such a tremendous task. The benefits which have accrued to this company have more than proved the wisdom of such a course, and to-day each of these stores is operating successfully, with a complete record of what each department is doing available at a moment's notice.

What Departmentizing Revealed

"Before instituting our present system," Mr. Higgins explained to CANADIAN GROCER, "we were conducting our business in what I must now term the usual 'hit and miss' style. I say this advisedly for the revelations we had when our businesses were switched over to their present system of knowledge of the various departments do not leave room for me to call it anything but that. Let me give you an example," Mr. Higgins continued. "Though not directly related to the grocery end of our business, these will give you an idea as to what I am trying to bring home. We used to figure that when we bought a fur coat for \$75.00 and sold it for, say, \$100 to \$110 that we were making a handsome profit. When we classified furs into a department of their own, we found on the margin we allowed for profits we were actually losing money.

"Another case I recall is that in reference to one of our retail stores where we devoted a small corner to men's wear—collars, neckties and kindred lines. It was a small corner, too. We figured it was a convenience to our customers, but most certainly not a money-maker. Again we were wrong, for we found this little corner one of the best paying departments in the store."

System Employed is Simple

There, briefly and clearly, are concrete evidences of the benefits which can be derived from knowing what each branch of your store is doing. The system employed is not a complicated one—in fact the bookkeeping is really very simple in this store. A record of what each clerk is doing in the matter of sales is kept in one book (just a scribbler)—in another the departments are classified and sales tabulated according to class of goods. These two books, which are really just scribbles, are ruled and the figures constitute the daily record.

The Results Obtained

Now, just what do these books really show? Perhaps it might be well to state that a cash carrier system is used. There is a sales slip made out for every

sale and these go through to the office, where the cash girl holds forth. When these slips come through, the cash girl enters the amount of the total sales in what might be called the clerk's sales record book. The book is ruled—one way of

The Department Idea

Book No. 2 is the one which shows what each department in the store is doing each day and month. Groceries, Hardware, Dry Goods, Men's Wear, Smallwares, Housefurnishings, Furs,—they are all here in the scribbler, perhaps A representing groceries, B representing hardware and so on. As the sales slips come through, the cash girl, who soon becomes familiar with the goods and what department they belong to, enters them up according to departments. Should one slip show goods from more than one department, the list is separated and entries made accordingly. This book then should show a total volume of sales equal to the other book containing the clerk's sales records and the two should tally with the cash—not only a complete record of the various transactions, but a check against the cash taken in also.

But the books used during the month, giving the daily record, form the basis of what might be called the recapitulation book. In this are shown the total sales of the different departments—a column is included in which returned goods are entered up and deducted from the sales of the various departments, and in this way a net total of each department for the month along with complete net total for the month is arrived at.

Another Step Forward—The Stock Record

But the system of figures goes still further in the Higgins store. There is a record kept by which it is possible to determine pretty closely the amount of stock on hand, and the profit made at the end of each month's business. Another book is ruled out carrying a column showing the letter of each department and in which the invoices for goods received are entered. The date of invoice, the name of the firm bought from, the total amount along with the itemized amount for each department are all entered up. A column is provided for freight, the cost of the case and packing charges being included in this figure.

This record then shows the total amount of goods bought during the month, the amount bought for each department, the freight paid and charged up against the goods. This enables further statistics to be worked out. The firm knows about what percentage of profit on sales each department should show—from this they can determine pretty accurately cost of goods which have moved they already know amount of goods on hand the first of the month—the sales during the month—the amount of goods received, and are in a position then to work out the amount

STORES CLOSE AT 6 P.M., INCLUDING SATURDAYS

You Are Not Extravagant

WHEN YOU BUY THE BEST IN GROCERIES

To use the Purest, Highest Quality on your table is the most judicious form of Economy. Values must be good—No one likes or expects overcharged—but whether your purse be long or short, quality in Foodstuffs counts first.

The A. F. HIGGINS CO. Stores

have built up a very large business because these stores have always featured the best in quality—supplemented by good values and an efficient service.

If not convenient for you to visit these Stores, an Experienced Grocery Salesman will call for your order at your request.

FRESH LAID EGGS
Direct shipments from our own stores, per dozen 48c

SUPERIOR QUALITY BRANDS THAT HAVE FEW PEERS
They are the best in the world and are good.

"Niagara Falls" Brand Canned Corn 15c
Sweet Corn, per No. 2 tin 25c
"Niagara Falls" Brand Canned Early Java Beans—Four will be pressed with them, per No. 2 tin 25c
"Niagara Falls" Golden Wax Beans—A delicious pack, per No. 2 tin 25c
"Nabob" Brand Canned B.C. Tomatoes—A solid pack of exceptionally fine flavor, per No. 2 tin 35c
"Hunt's" Brand Canned Hawaiian Pineapple—One of the finest packs of this delicious fruit, per No. 2 tin 35c
Griffin's Baked California Peaches—Net weight 1 lb. 2 oz., per tin 35c; per 2 tins \$1.00
"Niagara Falls" Bartlett Pears—Fully equal to the best California pack, Reg. 45c. Special No. 34 tin 40c
Harvest Brand Canned Red Raspberries—in heavy syrup, Reg. 45c. Special No. 2 tin 40c
"Clever" Brand Salmon—Finest quality Sockeye, 1 lb. can, per tin 45c
"Luxury" Brand Salmon—A choice Sockeye Salmon, per 1 lb. tin 25c
"International Brand" Sardines—Reg. 10c. Friday and Saturday Special, per tin 25c

CHOICE TEAS AND COFFEES
(In bulk)
Our Own Blends—The war tax is paid.

Our "Princess" Tea—A very high grade of Ceylon Orange Pekoe Tea of exceptional fine flavor and excellent cup quality, per lb. \$1.00

Our "Maple Leaf" Tea—A fine blend of Ceylon and Assam Tea with a flavoring of scented Orange Pekoe. Our most popular tea, per lb. 65c
Our "Osborne" Tea—A blend of fine Java and Assam Tea showing splendid value. Owing to the moderate price and fine cup quality this tea has a very large sale. Reg. per lb. 65c. Friday and Saturday Special, per lb. 50c

ANOTHER ONE HOUR SPECIAL
Friday Afternoon, from 3 to 4 P.M. **Stock of all Stores**
FRESH LAID EGGS—Per dozen 45c

Large quantities of our Special Fresh Eggs were distributed among several hundred customers during the One Hour Special at our Main St. Store last Friday.

The increased number of permanent customers is suggestive of pleasing quality and satisfactory service.

Please note that above price is only good for the one hour advertised.

No Phone Orders. No Delivery, and cash, of course.

Our "Standard" Blend Coffee—A fine Jamaica coffee, worth today at least 5c per lb. over our price. Whole or fresh ground, per lb. 35c
Our "Maple Leaf" Coffee—Blended from the plantation Coffee and Arabian Mocha. Our favorite blend and one that has an enormous sale, per lb. 50c
Cut Leaf Sugar—For your record, per 75 lb. bag 25c
White Sugar—Good 100 lb. bag, per bushel 25c
Yellow Onions—Good Size, per 100 lb. bag 25c
Finest Ontario White Beans—Hand picked, per lb. 10c
California Oranges—Per doz. 75c and over 50c

We are today unloading a carload of Dutch-Brand Canned Sugar. Special price for Friday and Saturday buyers.
Grated Sugar—per 100 lb. bag \$1.50; per 20 lbs. \$2.40

License Nos. 8-12965, 8-5364, 8-5365.

A. F. HIGGINS CO., LIMITED

3 Winnipeg Stores—
600 MAIN ST., Phone G. 3170-3171.
811 PORTAGE AVE., Phone Sher. 325-3220.
723 OSBORNE ST., Phone F. R. 541.
3 Country Stores—Roland, Man.; Carman, Man.; Morris, Man.

A typical advertisement of the A. F. Higgins Co., Ltd., that gets its message across to the reader

the ruling showing the sales slip number and the other the clerk's number or letter. At the end of the month then there is no difficulty in getting the amount of the total sales as well as what each clerk has contributed in this respect. The sales slip in the counter check books are numbered of course and each of these slips must be turned in or some explanation of its absence be made by the clerk responsible.

of stock on hand at the end of the month and estimate profits.

How the System Helps Out

There is nothing complicated in the working out of the system, and the benefits of having an accurate knowledge of what is being done in each department are many. For one thing if any single department is falling behind, it is possible to check same up at the end of the month—it isn't necessary to wait a whole year to see what departments pay. The monthly records, usually available between the fifth, and the tenth of the month, enable Mr. Higgins to keep his finger on the pulse of the business. As every variation or change is recorded, and should for any reason one or more departments be falling behind, an explanation must be forthcoming. If the change is a big increase, the reason is asked too, so that if it is a general condition, all departments can be speeded up.

A record of all produce such as butter and eggs brought in to the store is kept. Should a farmer bring in \$10.00 worth of eggs and buy \$10.00 worth of goods, the transaction is not closed as far as the Higgins store is concerned. A sales slip is made out for goods bought and method of payment marked so that each department gets credit for sale of its goods. The question of the disposition of the butter and eggs is another story and will be covered separately.

City Grocery Stores Being Operated

There are evidences of how departmentizing works out and the benefit which can be derived from knowing what each branch of a store is doing. The A. F. Higgins Co., Ltd., has recently acquired three grocery stores in Winnipeg, the last one to be taken over being the business conducted by J. A. McKerchar, on Main St.

To Determine Paying Lines

Study is now being made of these three grocery stores with a view to departmentizing them. Mr. Higgins believes it should be done, for, as he expresses the situation: "I want to know what lines of goods pay me best. Am I making money on canned foods and losing it on fruit, or why should my cereal department, for instance, pay the profit on teas and coffees, or vice versa?" Mr. Higgins feels that at the present time they are probably pushing the sale of some lines of goods which really show them no profit, and perhaps overlooking a line which is a real money-maker. When the three grocery stores are departmentized the various goods will be revealed in their true status in relation to the claims or otherwise they have on the time of the sales force.

General Stores Sell For Cash

Coming back again to the general stores located out in the country, another point stands out prominently. This is that each one is conducted on an absolutely cash basis. It has often been said that it is impossible to conduct a

business for cash in the West. Conditions are such that at certain seasons of the year, at least, a certain amount of credit business must be done. Mr. Higgins has disproved that, and in expressing his opinion was most emphatic on



the success of the cash project over the credit game at any time.

Firm Stand on Cash Business

"There are some funny things crop up at times," Mr. Higgins went on, "that occur in this conflict between cash and credit. I remember when we made the change to a cash business at Carman. If there is one centre in Manitoba where credit was firmly entrenched—I might even say it originated there, it was so strongly fortified—that point was Carman. I was on one of my regular trips to the store, when a man, who evidently had been endeavoring to get hold of me for some time, approached, and making himself known, broached the matter of credit. It was along in July when the farmer is supposed to be without cash and waiting for the new crop returns. He stated that he had been buying a lot of goods for cash at the store—I found this to be the case later—but was getting hard up and wanted to open an account, which he would pay when he got the returns from his crop. He went further and stated that he made it a policy to spend his cash where he secured credit accommodation and hoped that I would make the necessary concessions. I thanked him for his business," Mr. Higgins explained, "commended his policy in regard to spending his cash where he secured credit, explained that we could not deviate from our cash policy and suggested that he secure a loan from the bank to tide him over. He wasn't satisfied to borrow from the bank, though, and said that he would be unable to deal further with me.

Spending Cash Where Credit Given

"The sequel is interesting," Mr. Higgins went on, smiling broadly. "I must confess I forgot the incident until about six weeks later, when I was again in Carman.

"While going over some records in the office, a bill of goods amounting to about \$35 came in to the cash girl's desk. It was a very nice order, and the girl, turning to me, said: 'Do you know the woman who bought these goods?' I confessed ignorance. 'She is the wife of the man who always spends his cash where he gets his credit,' I was told."

There is, in a nutshell, the reason why this firm insist on cash and are making such a success of the cash business. Mr. Higgins firmly believe that the cash

store gets the preference over the credit store. The advantage of knowing that there are no bad or doubtful debts to worry over—goods given out representing real money, which may prove a total loss, or which those customers paying cash must also be taxed for—saves many a bad night and also loss of custom.

City Stores Do Credit Business

However, here again there is another side to the story, and that is in connection with the grocery store in the city. The businesses taken over by Mr. Higgins as going concerns each carried on a certain amount of credit business. The A. F. Higgins Co., Ltd., has taken over the accounts and is giving weekly, semi-monthly, or monthly terms to those who were on those terms with the old concerns. "But it will not be for long," Mr. Higgins stated. "I am not opening any new accounts, and just as soon as I can get away from the credit end of the business, I will do so. I don't like it—it isn't good for my business and I don't consider that it is any great convenience to the customers now enjoying the privileges of credit. It is more or less habit, cultivated to an extent by the telephone, which really keeps many of our customers away from the store and who might be bigger buyers were they consistent visitors to the store." Asked as to whether collections were difficult to make, Mr. Higgins said: "We have some customers rated wealthy who are very slow pay—others, supposedly poor, who pay promptly. We manage our collections very well, however, as a whole."

Newspaper Advertising Has Opponents

Since opening the different businesses in Winnipeg, Mr. Higgins has studied the newspaper advertising end of developing sales, and has used space consistently and with results. Shortly after acquiring the McKerchar stand, however, one of the former store's old customers approached Mr. Higgins, introduced himself, and in rather an apologetic tone of voice, brought up the question of newspaper advertising.

"The customer's intentions were kindly," Mr. Higgins indicated, "but presented a rather peculiar situation to me. He asked if I believed in the use of newspaper space, and rather decried the fact that I should be spending money in the papers. His reason was that he believed grocers advertising were trying to slip something over on the public—he indicated that the majority of the advertising done represented things as they were not, and so-called bargains fell so far short of realization that grocery advertising in the papers was in bad repute.

"This was an angle of the question I was glad to know, of course, and it has led me to make a very careful study of the whole advertising situation, but, as I explained to this man, I was, and am, a firm believer in straightforward advertising and will continue to use space. However, I will say that any statement

Continued on page 144

Making Fish Department Real Factor

How it Dove-tails in With the Provision Department For the Benefit of Both—Some Novel Arrangements to Avoid Odor—Unique Window Displays and Advertising Encourage Trade

THE cooked and dried meats, produce and fish departments of the H. Malcolmson store, Chatham, are a very appreciable part of that store's trade. They are important and are recognized as that in the attention that is devoted to them, and in the prominent position they are given in the store.

During the summer months, Chatham, lying as it does between two lakes, is bountifully supplied with fish. The fishermen come to the market and sell the fish themselves. It would be possible to compete with them of course, probably with some success, but the effort would probably entail more trouble and anxiety than it was worth. Moreover the summer months are the months of greatest difficulty in handling fish. The fishermen wanted the business and the store was not particularly covetous, so it came about that the fishermen did the fish business during the summer months, and round about the fall, when the fish were not so plentiful they drifted out of the business and the Malcolmson store drifted in. In this way everybody was thoroughly happy, and there is no hard feeling to mar the pleasure in life.

Fish and Provision Departments Work Well Together

The winter time is the time to make money in fish, while in the summer time the stress may be laid more particularly on cooked meats of one sort and another. These two lines therefore worked in together very smoothly indeed, and when trade in the one began to peter out, the other began to come along with renewed vigor.

Summer the Harvest for Cooked Meat Sales

The summertime is the time of the biggest sales in cooked and jellied meats and so forth. The hot days of mid-summer are a constant temptation to forego the more elaborate dishes in favor of the appetizing delicacies displayed in the provision department. With the coming of the fall the peak season for these goods has passed. They will still be sold in good quantities, a good steady trade, but the days of pre-eminence are passed, and unless the merchant is willing to feel this falling off and is ready to accept it as part of the game he will have to think out some plan whereby some other item may be developed to take the place of these goods.

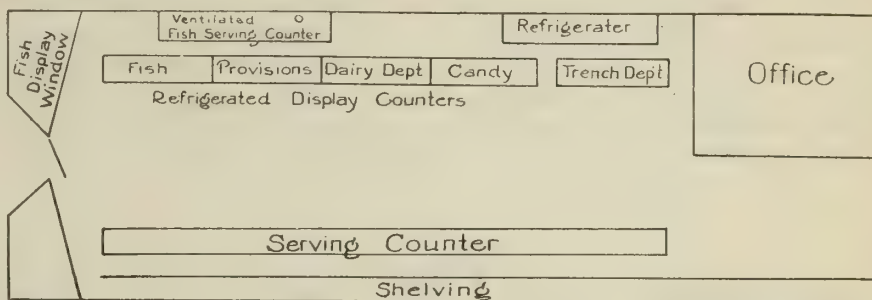
With Mr. Malcolmson the fish department has been built up so that it dove-tails in with this other item of business, so that with the decline in one the other is in the ascendant, and a good steady

business is maintained in this part of the store all the year round.

A Thousand Pounds of Fresh Fish a Week

The fish business in fact has been built up into a very strong department indeed, a department in which upwards of a thousand pounds of fresh fish is sold every week, to say nothing of the very sizeable sales in dried fish, which would

and trouble on the part of the merchant himself may prove an ample safeguard. Mr. Malcolmson has made assurance doubly sure by adopting both methods. He makes use of a modern fish display that keep the fish always on display and always in perfect condition. He however safeguards himself against the possibility of any odor from the table where the fish are cut and parcelled. This is also done right at the front of the store.



Floor Plan of the H. Malcolmson Store, Chatham, Ont

materially swell this weekly total.

Mr. Malcolmson gets into the fish business about the beginning of November, and when he goes in he goes in with a heart. The refrigerated display fish case is moved to the front of the store, and the cooked meat and dairy refrigerator each moved down a place. That gave the department one of the two outstanding display positions in the store where everyone entering the door must at once be brought under its influence. The department was made a success because it was given this attention, and because having been given this attention everyone in the store realized that it was an item of importance, and instinctively endeavored to help make it so.

Simple Method of Avoiding Unpleasant Odors

There are a great many merchants who are afraid of fish. Afraid that the odor of fish may permeate the store and become a detriment to business. Under careless treatment of course there may be ground for this fear, but there is no reason in the wide world why any such conditions should arise. There are display cases and equipment that will practically preclude the possibility of any such an occurrence. Or a very little care

A counter just at the rear of the fish display case is fitted up for this purpose by a simple yet very effective arrangement. Over this counter there projects a sort of canopy that forms in appearance a part of the wall, and leading from this curving roof is a ventilation pipe that has an outlet at the very top of the building. This pipe provides a draft that very speedily picks up any odor there may be, and no one could possibly tell from the smell of the store that they handled a pound of fish.

Trend of Grocery Business Found Wider Field

This very simple system has done away with the only possible objection to this branch of trade that is becoming one of the important factors in the grocery trade. In speaking of this line Mr. Malcolmson stated that in his opinion the trend of the times was to a wider field in the grocery business. The butcher was beginning to stock a goodly number of the regular grocery lines, and unless the grocer catered to the whole of the family needs as far as food was concerned he was very likely to lose at least a portion of the grocery trade of those families also. It was coming to a time he thought, when the fish department and the meat department would be an integral part of the grocer's business. For himself he anticipated adding a meat department in the not too distant future, and in the meanwhile he had developed the fish department, to be at least one holding element for the regular trade of the store. People like to deal, he believes, as much as possible in one store, and if the facilities are offered they will



probably give all their business to the store that offers them reasonable service.

Fish Department Made a Real Factor

But Mr. Malcolmson has not been content to have this fish department merely a hanger-on to the other activities of the store. He felt that it ought to pull its share, and he did his best to make it do so, and he succeeded. Mr. Malcolmson and his staff put salesmanship behind this department. They keep the fish right to begin with, and they have found that for their purposes the frozen fish have given the most satisfaction both to themselves and to their customers. Halibut, salmon and quail were among the varieties that they used most largely. They used unfrozen fish too, but found that the element of loss bulked larger with these than with the frozen variety which could be sold with practically no waste at all. For keeping excess stocks they have a large refrigerator in the cellar. While those for immediate use are displayed in the case at the front of the store.



Unique Window Dressing to Encourage Sales

Another effective way of encouraging this business has been by a unique system of window dressing. Fish have been kept prominently before the passing public. How could this be done without an injury to the fish? It is done this way. The window is arranged so that the floor may be filled about four inches deep over the whole width of the window with cracked ice. Here and there on this miniature sea of ice there is a large iceberg-like block of solid ice. On the

cracked ice and around these blocks the fish are piled and are partially covered with cracked ice. When this window is arranged it is one that the passerby will not fail to notice, and it is not likely to miss its appeal. Moreover the fish are so well protected by ice that there is no danger of any deterioration.

Effective Advertising

Then, too, Mr. Malcolmson is a firm believer in advertising, he is a believer because he has found that it brings results, and it does bring results because he tells the customer in his advertising what they want to know. As he himself says, "we say in our advertising just what we say in making a sale in the store." It has proved successful in calling attention to this important department and has been in no small measure responsible for its success.

For this department is a success. Bulk together, this and the meat and provision department make a team that is a great puller, not only for these departments, but for every element in the store's business.

The Story of a Strange Business

La Trappe is a curious survival of an Old World idea married to a New World practicability. Here is shown a glimpse of one of its industries—the hennery, with its orderly array, is typical of La Trappe.

all over this continent, and it is made on the 2,000 acre estate of this brown-clad city of silent men. There are ten tons of milk used each day in the manufacture of this cheese, and every ounce of it comes from the demesne of the brown-clad brothers.

Here, too, grow some of the finest apples of the land, 2,000 barrels of them, for there are numbered among the brothers some famous pomologists. From here, too, come thousands of pounds of honey from the hundreds of hives kept by the order. Their poultry, too, is of the finest strain, and they produce a bountiful supply of eggs. There is an agricultural college, too, in connection, whose teachers are known all over the continent.

It is a curious and interesting experiment in business conducted on lines far away from the ordinary modes of business, yet it is a business that has won its own assured success.



THERE is the savor of old-world romance, a harking back to other ages and other ideals, a curious grafting of ascetic ideas on the everyday

life of the New World, to be found on the shores of the lake of the Tree Mountains, near Como, and only a few miles from Montreal. Here is situated the monastery of La Trappe. It is a community of voiceless men, for the novice on entering the order takes a vow of perpetual silence. He may use only one phrase, a phrase of sombre warn-

ing: "Brother, life is short, and death cometh to all." For the rest he goes about his daily tasks with a calm and silent industry. From four a.m. till 8 p.m. he labors or prays, without speech, without remuneration for his toil, and with an almost unbearable austerity of life, yet La Trappe stands as an almost solitary example of the alliance of shrewd business management with self-consecration.

La Trappe is known far beyond the confines of its own immediate neighborhood. Its products find their way to many markets and the "Oka" name is a name to conjure with.

Oka cheese is too well known to need any introduction; it has found a market



Summertime the Time to Sell Cigars

No Time Like the Long Summer Evenings to Promote a Demand For the Friendly Weed—Summer is the Time of Opportunity for Merchants

SUMMER is the time when the biggest sales are made in cigars and cigarettes," so stated George Lea, manager of "Lea's," Simcoe, Ont., a store that has developed a department for selling these and other lines that would compare favorably with many of the better city tobacconist shops. There is a sound reason for this, as there is for most such conditions. The long summer evenings keep people on the streets, or send them off on excursions of one sort or another. In the one case they are kept in touch with the display of cigars and tobaccos in the store window, with the attendant impulse to buy, and in the second case they are pretty

sure to stock up well with the friendly weed before they go.

With Father by the Fire

Of course, in the long winter evenings when father has returned from work, and has put on his slippers for the night, and wheeled the most comfortable chair before the fire, there is going to be some consumption of tobacco, beyond a doubt. But the odds are in favor of friend pipe playing the leading role, and while there is a comfortable enough little profit in selling tobacco, and it is by no means a trade to be despised, it does not show the same alluring vista of profit as does the sale of cigars. Moreover, when the

young gentleman goes to visit the lady of his heart, it is hardly considered seemly to defile the everlasting flowers on the mantel with fumes of tobacco smoke, so smoking must, perforce, be curtailed. In the summertime, he can go for a stroll with the same lady of his heart and smoke with perfect comfort and propriety.

Open Air Days Favor Cigar Sale

The long lean winter days keep people indoors, and, argue it out how you may, men can stand more smoking and enjoy it better in the open air, and it goes without saying that this fact has re-
Continued on page 144



The cigar and tobacco department at "Lea's," Simcoe, Ont., showing how effectively this department may be combined with a grocery.



An interior of the Charles Shields store, Toronto, showing how light beers and other beverages are featured on the counter—also the specially built display case for candies.

Going After the Soft Drink Trade

“YOU can make a very attractive addition to the general revenue of the grocery business by cultivating the sale of temperance beers and summer beverages generally.” Such is the opinion and experience of Charles B. Shields, Queen Street West, Toronto.

In the course of little over a year Mr. Shields has built up a business in these lines that has been a surprise to himself, and would be still more of a surprise to any merchant who is inclined to be dubious of the value of such business to the grocery store.

Mr. Shields is one of those grocers who believes that there is no particular reason to let the drug store run away with the sale of all manner of goods, even to many grocery lines, without making a determined effort to retain some of this business. He holds, logically enough, that these commodities associate themselves more naturally with the grocery business than with any other business activity, and can be handled by the grocer more economically and more successfully than through any other business channel, providing that the grocer is ready to devote a little attention to introducing and selling these lines.

A Change in Methods of Distribution

With the passing of the bar-room and the liquor vendor there has come an entire change in the old methods of distributing these lines. New methods of distribution have not yet been definitely set, and as a result it is the moment of opportunity for the grocer.

THE Coming of Prohibition Has Opened a Wide Vista of Opportunity For the Live Merchant—A Toronto Merchant, by Featuring Light Beers and Other Summer Drinks, Has Built a Big Trade.

Mr. Shields saw this opportunity a little over a year ago, and set out to tie it up to the store. Of course, he had always done some business in soft drinks. There are very few merchants who haven't, but it was a desultory trade that did not mean very much. With the passing of the Ontario Temperance Act, however, he saw that there was a chance to make this business amount to something, and he realized that there was a goodly number of people who had been accustomed to drink light beers, who were going to be cut

off from their supply, and would be more than ready to get any substitute that offered. The nearest thing, of course, was the two and a half per cent. beer that anyone is permitted to sell. He decided to try what a little featuring of these goods would do.

Starting a Campaign

He put in an attractive window and arranged a counter display inside the store. It didn't take him long to realize that here was a real business opening. People came to the store and ordered, stating that they had not been aware that he carried these goods. This window display served as an eye-opener to the people of the district, seeing that the store was handling these goods, they naturally enquired for others of a similar nature.

“Plenty of people,” stated Mr. Shields, “dropped in to order dry ginger ale, stating that they had always bought it from the drug store in the past because they had no idea that we would be carrying it.”

The same thing was true of other lines, the featuring of one line of beverages stimulated the sale of almost every other line. Orangeade sales leaped up surprisingly; general mixed summer drinks he bought by the fifty case lot, and did not find himself overstocked; grape juice sales increased surprisingly, and maintained a steady growth, the sales during the past winter more than equalling last summer's sales. All this



resulted from a definite selling campaign on one line of goods.

Judicious Display Creates Demand

But while there were indirect results in the sales of other lines to more than justify the effort, this was by no means the most important element. The great fact was that the sale of these temperance beer lines that had never been handled in the store could be cultivated, and developed in a very short space of time into a very decided factor in the business. The whole success was the result of judicious display. For some time these goods were handled without more than a nominal sale, then one day, Mr. Shields states, looking around for something to feature in the window, he thought that it was time to put a little steam behind these goods, so he devoted a whole window to them and played them up strong.

The actual results from this window were more than sufficient to assure him of the value, and these windows are repeated now at intervals of about a month, and sometimes oftener in the summer season, while store displays are in evidence practically all the time.

These displays actually brought people to the store, people who had never crossed the threshold before came to buy these goods, they came because they had seen the goods they wanted displayed in the window, and because they had no very clear idea as to where else they could get them, and Mr. Shields is able to point to quite a number of customers who have become steady patrons of the store from that first visit.

A Growing Demand for Liquor Substitutes

As has been stated, the character of

the beverage business has changed, the stigma that sometimes attached to it is lacking in these harmless drinks, and there is a growing demand for all these lines. Mr. Shields states that he has many customers for these temperance beers who never used the stronger variety. These with the associated lines, aerated waters, grape juice, etc., have become very often a feature at the evening gathering, or even at the afternoon tea in the summertime. The mistress of the house can drop into the store to purchase where she would have hesitated to go to the liquor vendors. So there has grown up a new class of customers who are a large factor, and who naturally would prefer to purchase at their own grocery store.

Buying in Larger Quantities

There is a good profit in this business, too, Mr. Shields states. The sales are largely made in case lots, or in dozens. That has developed a habit of buying all these summer drinks in larger quantities, which is one of the best ways of stimulating sale, for when these goods are in the home they are going to be used, and used repeatedly. So the selling in case lots is a thing to be desired and encouraged. There is no waste to be considered, as cases and bottles are charged for when delivered, and rebates made for the returned case, so that any breakages are paid for by the customer.

Mr. Shields has noticed, too, a great increase in the sales of Port and Sherry wines, wines that, of course, conform to the law, while apple cider is another line that has shown largely increased sales.

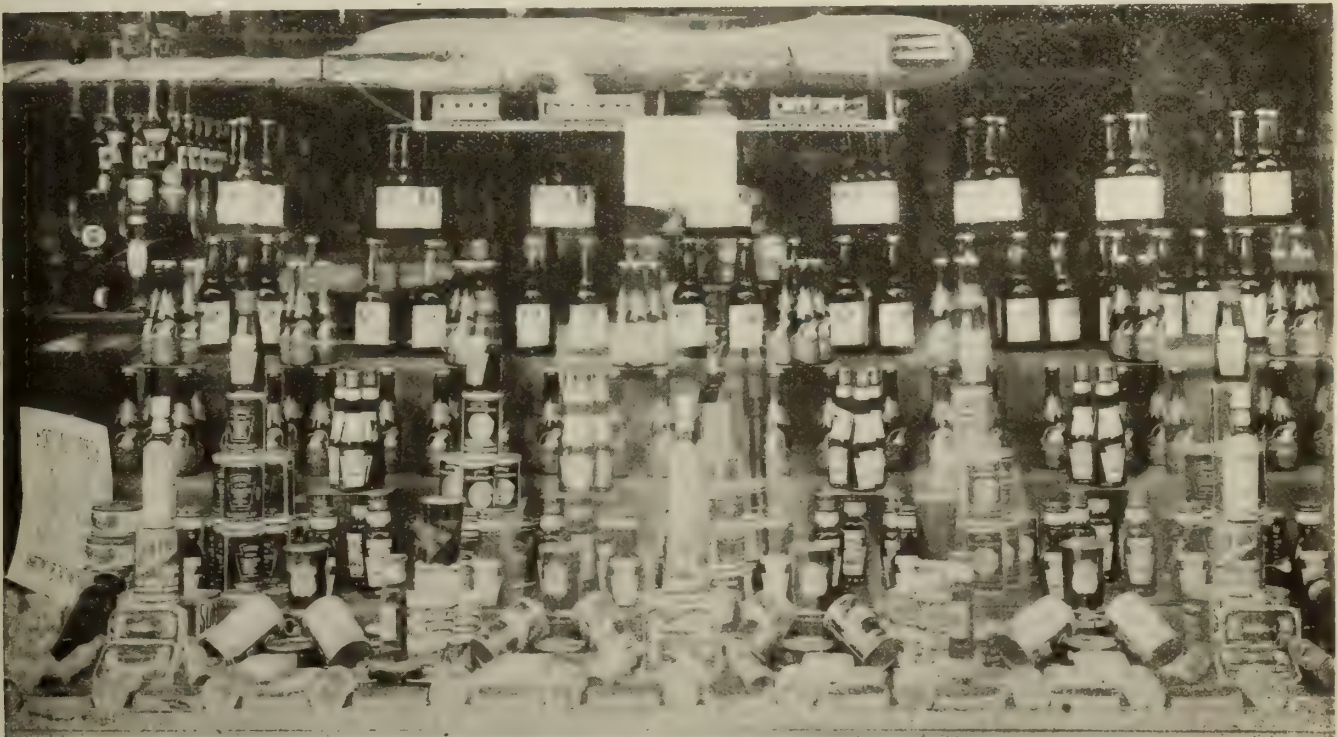
There is no question of a doubt that a part of the increased consumption of these goods comes from those people who have been accustomed to drink wine

and beer, and who, being now unable to obtain it, have taken to these substitutes. They are admittedly harmless substitutes, however, and the grocer need have no compunction in selling them, and in pushing their sale to the limit.

Developing a Home Trade

It is an interesting fact in connection with these sales also, that it is a home trade that is being developed. Formerly a man might drop into a bar or restaurant to get a glass of beer, now he has a case sent to his home and drinks it there instead. It may be a falling away from the old convivial idea, but it is a fact nevertheless. These changing conditions all are pointing to the grocer as the rational distributor of these goods, and the business is there for the grocer to get if he wants it. If he doesn't go after it, someone else undoubtedly will, and then he will lose not only this temperance beer trade, but the trade in all other lines of summer beverages as well, for one is a natural associate of the other.

Mr. Shields has been selling these goods for slightly over a year, and by judicious featuring, has made them a very considerable factor in the business. It is not business that has been gained at the expense of any other line, because it has been created largely by display. The demand has voiced itself, and Mr. Shields, having started the demand, is there to supply the need and to cultivate it by a little judicious salesmanship. His customers are growing. Not only have new customers been introduced to the store by these goods, but old customers have also been introduced to the goods, two facts that are worth the consideration of any progressive merchant.



One of the windows featuring Temperance Beers that proved effective in building a substantial trade in these goods

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President
H. T. HUNTER - - - - Vice-President
H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1207 Union Trust Bldg.; Telephone 3449.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 900, Lytton Bldg., 14 E. Jackson St.; Telephone Harrison 1147. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

Vol. XXXIII. TORONTO, APRIL 25, 1919 No. 17

EDITORIAL BRIEFS

F. W. WOOLWORTH was able to take in so many nickels and dimes that he became a millionaire. He had only \$50 to start with. What young man will say that opportunity is for the rich only?

* * *

MERCHANTS never make any profit out of "shelf clingers." It is goods that keep turning over steadily that keep the cash register playing tunes.

* * *

THE only kind of advertising that does not pay is that which is improperly done. Good advertising is an investment that never fails to return a profit. It is never an expense.

* * *

THE "Clean Up—Paint Up" idea is spreading from coast to coast. Are you behind it and cashing in on the opportunities it offers in your district?

THREE BIG FACTORS

ONE of the most important things in connection with any store to-day is the sales force. The sales force includes more than your clerks and salespeople. Your show windows and your advertisements, if properly handled, can do just as much for you in quickening turnover, more in many cases than your sales staff can. Every good window display will produce direct results and the same can be said of forceful and timely advertising. An advertisement does not need to occupy a whole page of space to deliver its message. The combined efforts of a well-trained sales force, a well-dressed window and a well-worded advertisement make a combination that cannot fail to increase business.

INCREASING THE AVERAGE SALE

THERE are two ways of getting business, by getting new customers, and by improving the customers you already have. In the first case the merchant has to face the competition of other merchants, in the second case he has a clear field, with competition from no one. Yet this is the most neglected field of the two. There are many things in the grocery store that the average customer does not use, and in many cases they are not used because they have not been brought to the customer's attention. A little study on ways and means of enlarging the needs of the store's customers, a little coaching of the clerks on how to achieve this result, will be time well spent.

Increasing the average sale is the surest and simplest method of achieving a successful business.

IS THE GROCER A SALESMAN?

FOR some weeks past CANADIAN GROCER has been publishing a series of articles that answer this question in the affirmative. We believe implicitly in the correctness of this contention, and we believe that the average grocer has a strong and well-founded confidence in his ability to sell any goods that he believes in and that justify him in a financial return for the effort of selling. Yet, as long as there are merchants who will say to the traveller who calls on them, "create a demand, and we will stock your goods," the case will remain unproven in the minds of many manufacturers, and the merchant will get the small commission of the go-between, and not the payment of a salesman.

Merchants do not refuse to stock goods because there is no demand, but because the goods themselves do not offer sufficient attractions to interest them. Then why should any merchant cast discredit on his own ability as a salesman, by failing to state the simple fact?

Every day merchants are actually creating sales, introducing lines to their customers, turning them from one line to another. We have told of many such instances in the course of the articles referred to. We cannot reach every merchant to question him regarding his experience, and we are anxious to make this investigation as complete and far-reaching as possible. Mr. Merchant, such instances are constantly coming under your observation, and we ask you to help us to prove this case, which is essentially your case, by telling us about them.

HITCHING TO A STAR

EMERSON'S dictum, that a man should hitch his wagon to a star, is as applicable to the grocery business as to any other line of endeavor, though many merchants are prone to overlook this fact. Far too many merchants are content to walk

along a beaten track, doing a thing to-day because they did it yesterday and following this practice till to-day has vanished in the passing of the years.

There are very few places where such methods can be adopted with benefit. Business conditions are different to-day from what they were yesterday, and will be changed again to-morrow. The merchant as much as anyone needs an ideal, an incentive to make the conditions in his store better with each passing day. He needs to be ever alert for better methods of merchandising, for a wider field of action. He needs to be ever on the lookout for suggestions that will aid him in serving his customers better. Life does not stand still, nor does business—which is a part of life. It must go forward or back, and it will go back unless there is some star to aim for somewhere.

THE FINANCIAL DRAIN OF DELIVERY

THE problem of the cost of delivery is a problem that has been coming to the fore of late, yet comparatively few merchants realize just how large an item is represented by delivery costs.

An investigation carried on recently by the United States Department of Commerce, into the costs of delivery in the city of Washington gives some definite and authoritative information on this point. Figures obtained from 128 concerns doing one-third of the total retail business showed an average delivery cost of 6.2 per cent. of gross sales. Out of every dollar spent for merchandise *more than six cents was paid for delivering it.*

The actual cost, in different lines of business, ranged from 1½ to 45 per cent. It totaled \$8,000,000, as against \$7,250,000 for inbound freight. Each family in Washington thus paid on an average \$101.26 for retail delivery during the year 1916.

Of course costs varied widely, even in concerns in the same line of business. Individual conditions such as volume of trade were a large consideration, but probably the largest item in accounting for this high ratio of cost was represented by *inefficiency and waste.* These are facts that the merchant should consider. There is something wrong with a

system where the charges for local delivery exceed the charges for inbound freight. And there is no reason to believe that Washington is the sole example of this condition.

FUTURE TRADE WARFARE

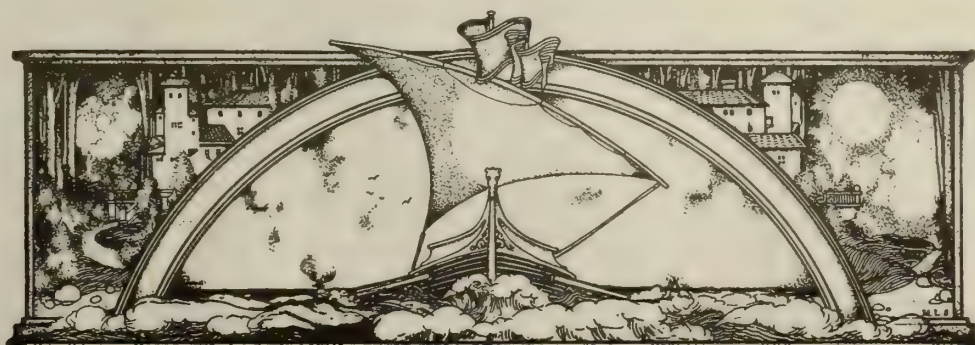
THE League of Nations may tend to abolish war, but trade warfare, keener than ever on account of the state of national budgets, the opening of new markets, and changes of the world map, will still be waged. What about preferential regulations in trading and preferential tariffs? Secret treaties as between one nation and another may be no longer possible, but the possibility still exists, and opportunity may be abundant, for secret and sinister ways of affecting the trade relations of different countries.

The British Government is alive to the situation, and it is reported proposes to spend £1,000,000 annually for consuls, and £250,000 for commercial attaches. A world-wide system of trade commissioners will co-operate with the reformed British Consular Service, representing trade associations composed of firms whose aggregate capital is said to be £4,000,000.

A NEED FOR CO-OPERATION

THE League of Nations may tend to abolish war, selves up into a state of resentment because perhaps the local newspaper accepts advertising from the mail-order houses. They feel that the home paper should not accept this business. That is all very well from the standpoint of the merchant, but from the standpoint of the newspaper that lives on its advertising revenue, it is a very different matter. In many instances the local merchant does not think of advertising, and, perforce, the newspaper must find its revenue elsewhere.

Most newspapers would be glad to refuse mail-order advertising if the home advertising justified such a course. There's where the merchant comes in. He should help the local paper, and in so doing help himself. For no advertisement, if properly prepared, can fail to bring business.



Getting the Maritime Summer Trade

Beer & Goff Store, Charlottetown, Features the Business, Cultivating the Housewife and Householder by Attractive Displays of Summer Lines—Regular Weekly Deliveries by Trucks an Adequate Service

THE City of Charlottetown, Prince Edward Island, is fortunate in the possession of two summer resorts within reasonable distance of the city, and as there is rarely any excessive heat in the summertime on the island, the residents do not have to go far afield for their summer vacation, but need only seek one or other of the summer resorts situated close by on the seashore. The Keppouch resort, a colony of cottages owned mainly by residents of Charlottetown, is situated at the mouth of the Charlottetown harbor and only about five miles from the city. The other colony, known as the Charlottetown Summer Resort, is just on the opposite side of the harbor, and is reached by ferry and then by a drive of two or three miles.

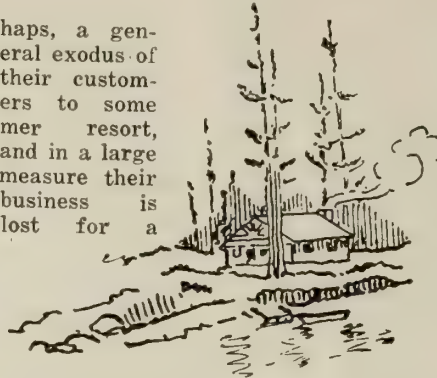
Opportunity for the Merchant

There are a great number of residents of the city who take advantage of this opportunity, and there are, of course, those who come from elsewhere to enjoy these resorts. This means, of course, opportunity for the live merchant.

The Beer and Goff store, Queen street, Charlottetown, under the management of W. T. Wellner, has found in this summer trade a business that is well worth cultivating, and they have gone after it with a will.

Many stores find the summer season anything but a busy time, there is, per-

haps, a general exodus of their customers to some mer resort, and in a large measure their business is lost for a



month, or it may be months.

Fortunately, this store is not faced with this condition, though it is faced with a change in the conditions of business that require a good deal of thought and energy if the business is to be successfully held.

Auto Delivery Weekly

For one thing the customers are five miles distant instead of in the comparatively immediate neighborhood, and they have to be kept track of and encouraged to continue their trade with the store.

Deliveries are made once a week to each of these resorts at certain times, so that the housewife can order things by mail or telephone, and be sure of having them delivered at a certain specified time. That definite time of delivery, even if the service is less exten-

sive than the housewife has been accustomed to, has been a great factor in retaining the trade of the store.

This service does not injure the regular service of the store either, and auto delivery truck can deliver the orders in a comparatively short space of time, and with everything arranged to allow for this service there is rarely a hitch.

The delivery man on his trip also takes orders from the housewife that will be delivered on his next trip, and in that way a substantial volume of trade is secured.

The Householder a Good Buyer

Then there is a nightly movement of business men between the city and the shore, and the store makes a strong bid for their trade, because a great burden of the buying of most summer resorts falls on the shoulders of the man who spends his day in the city. It is easy for him to stop at the store in his car and pick up an order, and a very considerable amount of business comes from this item of trade.

The store makes a specialty of confectionery and fruit, two lines that have an unusually strong summer appeal. This appeal is given every opportunity to exert its influence. Window displays are extensively used, and attractive fix-

(Continued on page 142)



Interior of the Beer & Goff Store, Charlottetown, P.E.I., showing how attractive display helps to foster business.

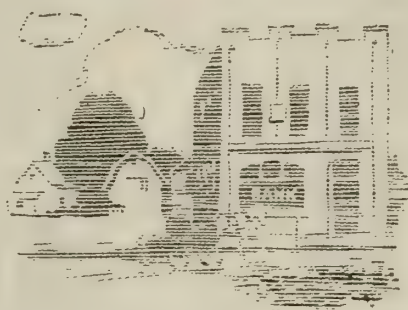
Attractive Fixtures a Selling Argument

A Prairie Firm Pins its Faith on Quality Goods Well Displayed—Have Nothing to Fear From the Mail Order House, Who Cannot Show the Goods—One of Saskatchewan's Most Attractive Store Features Fixtures as an Aid to Sales

PROPER display is one of the most important factors in developing sales." This is the contention of Stevenson Brothers, Shaunavon, Sask. This is not merely a matter of theory with the firm, but a belief in which they have been ready to prove their confidence by no small expenditure of money to display their stock in a way that will call it to the attention of the buying public in the most favorable way.

"Quality goods and poor fixtures," says Mr. Stevenson, "are like a diamond in a poor setting, much of their real media and effect are lost."

On June 10th. 1918, the store in which the firm had done business for some five years was burned down. This was a serious loss, but with it came the opportunity to improve their surroundings, and to put in practice the belief recorded above. Now they have a thoroughly up-to-date store, a solid brick building 120 by 50 feet, with a full sized basement for storage purposes. The store is steam heated throughout, and has its own electric plant, and is equipped with solid oak fixtures throughout. The store does a business in Groceries, Dry Goods, and Boots and Shoes. William Stevenson, who is affectionately known by the men on the road as "Bill,"



has complete charge of the Grocery Department, that is illustrated herewith.

Interesting the Farmers

The store, which is situated on the Weyburn and Lethbridge line, draws from a fine farming community, and the farmers have not been slow to appreciate the attractive setting and the quality of the service rendered.

In addition to a belief in attractive display, Stevenson Brothers, believe it is good business to carry a large and varied stock, believing that these two factors will result to their benefit in the end. In all their advertising they feature the slogan "Stevensons Always Have It," and live up to this slogan to

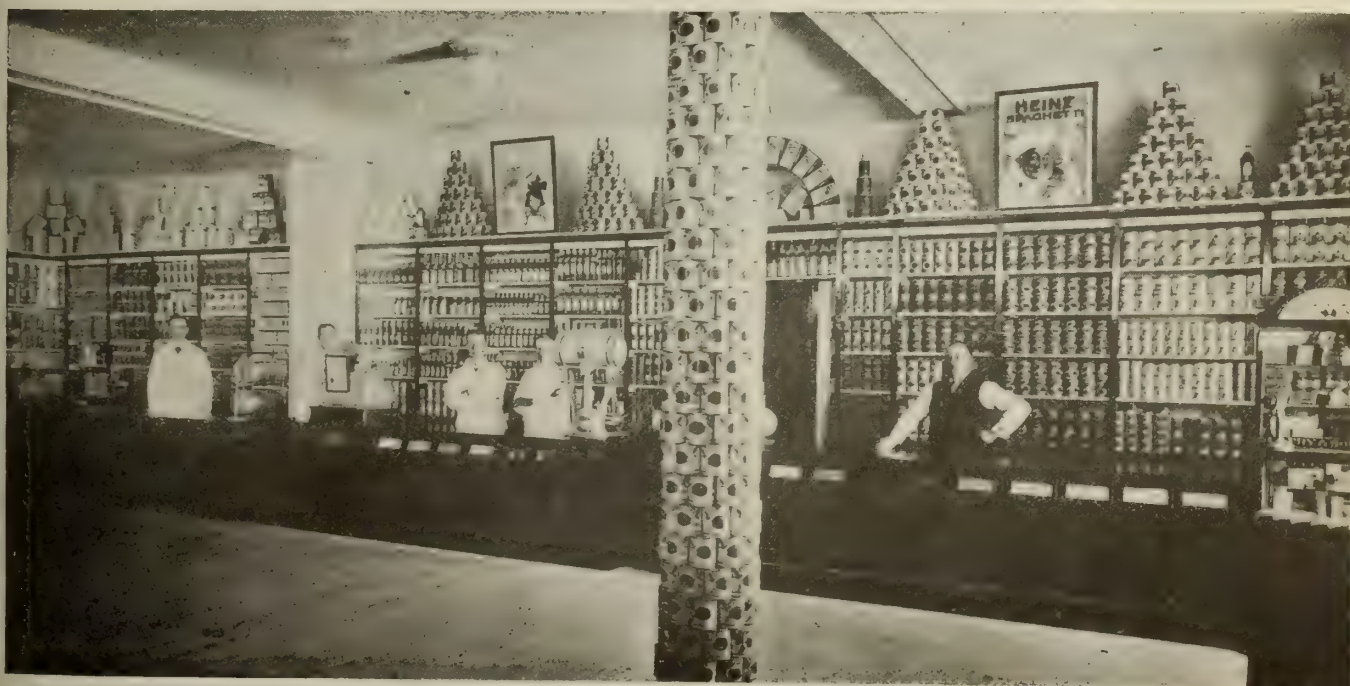
the best of their ability by carrying everything that their trade is likely to require and carrying always the best grade of goods obtainable, and by giving the best of service.

They keep the store before their customers, among other ways by distributing at Christmas time a large pad calendar showing a very fine picture of their store. By this means the store is kept constantly before the attention of prospective customers; it has been a help in holding trade and in interesting new customers.

No Fear of Mail Order Houses

As far as competition from Mail Order Houses goes, a factor that is more or less of a nightmare with many merchants, they do not feel that they have anything to fear. Against the Mail Order Catalogue, they advance the telling argument, of quality goods always on hand, and always well displayed. That is an argument that such businesses can never meet, the opportunity to see the goods before purchasing, and no amount of service in the way of receiving back goods that are not satisfactory can compete with this essential factor.

(Continued on page 142)



The grocery department of Stevenson Brothers, Shaunavon, Sask. Note the orderly arrangement and fine display equipment.



Housecleaning Goods Trim That Sold Well

THE above illustration represents a splendid housecleaning window shown a few weeks ago by Bryson-Graham, Ltd., of Ottawa. The window displays in this store are looked after by Fred Ashfield, who, as display manager, has full charge of all windows.

In speaking to CANADIAN GROCER, Mr. Ashfield stated this display had no sooner been put in when demand was created for many of the lines shown. The display, of course, was made at a psychological time in so far as housecleaning operations are concerned.

Windows in the Bryson-Graham store are changed twice every week. Each department having a window display is charged from \$1.50 to \$3.00 per day during the time the display is in. This means that each department in the store bears its share of the expenses in connection with putting in the various windows. This indicates what one large firm thinks of the importance of window displays as a direct method of selling goods..

Getting the Advertising Across

Essential to Study the Game—Giving te News of the Goods, Also the Prices—
Consistency is Telling—Put it Up to the Newspaper Man—Advertising Reveals
Many Things—Backing it Up With Service—Ideas That Are Getting
Results For Porter S. White Co., Peterboro

By G. S. WILLIAMSON, Associate Editor

"IT'S confidence that does it," is the slogan which accompanies every advertisement of the Porter S. White Co., grocery merchants, Peterborough. In commenting on the newspaper advertising which this firm does, Miss Barnard, who has charge of the business, states there are many of their customers who have commented on the aptitude of this slogan and now look for that in every ad. that is run in the papers. "It was left out on one occasion," Miss Barnard stated, "and I remember one man saying that he had noticed the omission and felt there was something lacking. Now it accompanies every ad. we write."

Studying the Game

The question of newspaper advertising is a broad one and opinions vary as to successful means to adopt in getting the store message across in a convincing way. However, a study of the space to use and watching to see the results will soon give one an idea as to whether "pulling" copy is being written. The Porter S. White Co. have employed three styles of advertising successfully, and the evidence they have obtained that their customers watch for their ads. keeps them keyed up always to adopting the best way of turning out selling copy.

The ads. reproduced herewith will illustrate pretty well. They are picked at random from a file of these which is kept. In the one ad. will be found a nice little story of the goods—points the customers want to know are brought out—the price is shown also. This is getting news into the copy and telling the customers something of the goods besides the mere price. The idea is proving a good one and is employed in the mid-week allotment of space, Tuesday and Wednesday.

Friday and Saturday are generally bargain days, at least the customers seem more interested in the price of goods, and for this reason the ads. are confined to the mention of seasonable lines being featured and the price. These ads., which run Thursdays and Fridays, are right to the point, but in

every ad. that little slogan leads off: "It's confidence that does it."

There is another consistent feature of these ads., too, which might be mentioned, and that is in connection with special lines this firm is pushing and handling in a very large way. A line of biscuits, of which a wide range and large

goods you have to sell—why hesitate to call on the newspaper man about the goods he has to sell? You study your trade's requirements and cater to their wants—the newspaper man is doing the same and is anxious to give you the benefit of his knowledge. Getting together with your newspaper man should

work out well—he probably can solve your problem most effectively; give him a chance to demonstrate at any rate.

Not only is the question of advertising one that calls for close attention, but a study of the goods that make the best appeal is equally necessary. This brings one to the point in some Saturday night specials put on by this firm. On one occasion butter was featured—real, good creamery butter at an attractive price; nine boxes were sold that Saturday night in addition to the many other lines their customers' wanted. Miss Barnard finds butter a very successful line with which to attract trade, although the present high prices are tending to works curtailed sales.

Advertising Reveals Many Things

The advertising done by this firm reveals many things. The ads. give news about the goods that are sold—that is, the information the customer wants to know. The ads. reveal consistency in the results wanted on certain lines of goods, such as biscuits, teas and coffee. The ads. show the price which must create an atmosphere of confidence in the mind of the customer. The ads. reveal study of the customers themselves, of human nature. Some dealers claim they have not the time to devote to advertising, they are too busy—yet you will find many of these dealers parcelling up sugar, perhaps even sweeping out the store, which a real good boy could do, and leave them time to the development of their business along bigger and broader lines.

Back the Ads. With Service

But back of all the advertising there must be something else. There must be service—people demand it and are willing to pay for it. When they come to

"It's Confidence That Does It!" FRIDAY and SATURDAY SPECIALS at Porter S. White Co's

JAMS AND SYRUPS.

Pure Strawberry, 4 lb. pail, \$1.00
Pure Raspberry, 4 lb. pail, \$1.00
Black Currants, 4 lb. pail, \$1.00
Pure Raspberry, 1 lb. for . . . 25c
Pure Black Currant, 1 lb. for . . . 30c

"CANNED GOODS."

Standard Peas, 2 tins . . . 25c
Corn, 1 tin . . . 22c
Tomatoes, packed whole, 1 tin . . . 20c
Pumpkin, 2 tins . . . 25c
Coco, Fry's, 1-2 lb. tins . . . 22c
Coco, Baker's, 1-2 lb. tins . . . 22c
Coco, Cowan's, 1-2 lb. tins . . . 22c
Crisco, 1 lb. tin . . . 35c
Crisco, 3 lb. tin . . . \$1.00
Oranges, Sunlight, sweet and juicy, dozen . . . 60c
Grape Fruit, California and Cuba, 3 for . . . 25c
Grape Fruit, Florida, 1 for 10c
Grape Fruit, Florida, 2 for 25c
Seedless Raisins, 3 lb. . . 50c

CEREALS

Shredded Wheat, 4 pks. . . 54c
Kellogg's Corn Flakes, 4 pks. . . 54c
Puffed Corn Flakes, 4 pks. . . 50c
Quaker Rice, 2 pks. . . 25c
10 lb. Kolid Oats . . . 55c

SYRUP.

Corn, 2 lb. tin . . . 22c
Corn, 5 lb. pail . . . 50c
Corn, 10 lb. pail . . . 95c
Lily White Syrup, 5 lb. pail . . . 54c
Crystal Syrup, 2 lb. tin . . . 30c
Tea and Coffee, Christie's Biscuits.

**Porter S.
White & Co**
334 George Phone 208

PORTER S. WHITE CO.'S 3 HOURS' SALE 7 to 10 p.m. TO-NIGHT 7 to 10 p.m.

TRY OUR OWN BLENDS OF TEA AND COFFEE	
FRUITS	Spinach, per tin . . . 30c
Special prices in Fruits for the Christmas cake and plum pudding	Short Potatoes (Lubby's), tin . . . 20c
RAISINS	Clark's Pork and Beans, tin . . . 21c
Muscovado, 2 lb. . . 35c	BACON
Grimm's & Shelby's Seedless Raisins, per pkg. 17c, or 8 pks. 85c	Swift's Breakfast Bacon, nicely streaked, lb . . . 40c
Grimm's Easter Brand Seedless Raisins, pkg. . . 18c, or 6 pks. 70c	CEREALS
Pansey Seedless Raisins, 15oz. pkg. . . 14c, or 3 pks. 50c	Cream of barley, pkg. . . 31c
Grimm's Seedless Raisins, 11 oz. pkg. . . 10c, or 3 pks. 44c	Shredded Wheat, 2 pks. for . . . 27c
Starbrand Sultanina, lb. . . 25c	Kellogg's Corn Flakes, 2 pks. for . . . 27c
CURRENTS—Re-cleaned, lb. . . 30c	Puffed Rice, 2 pks. for . . . 27c
Full stock of select Citron, Lemon and Orange Peel, Shelled Walnuts and Almonds Spices and Extracts	Roman Meal, pkg. . . 20c
Trueman, per lb. . . 18c	RICE
Groundnuts and Excelsior Dates	As an item of food Rice is unsurpassed, more nourishing than meat
"CANNED VEGETABLES"	Rice, Note these
Tomatoes, per tin . . . 20c	Pansey Imperial, lb . . . 15c
Corn, per tin . . . 20c	Pansey Japan, 2 lbs . . . 20c
Peas, Standard, per tin . . . 14c	Pansey Bean, lb . . . 11c
Peas, Little Gem, 2 lbs . . . 35c	Try any of the above variety
Pumpkin, per tin . . . 15c	Tapoca, best quality, lb . . . 17c

All orders taken by Phone or over the Counter will be delivered Monday

Porter S. White Co.
Canada Food Board License No. 6-1214.
PHONE 208, 334 GEORGE STREET

Some interesting examples of the type of advertising used by the Porter S. White Company, Peterborough, Ont.

stock is carried, and their own blends of tea and coffee are mentioned in practically every appeal to the customers.

That little point, consistency, is a good done, and it is proving successful with this firm. Miss Barnard does not claim to be an advertising expert, but she has employed good, sound, common sense. She has studied the firm's trade—she has investigated the points they ask about in buying goods—and in making up copy she combines her knowledge of the goods and what people want to know about them with the newspaper advertising man's knowledge of type and attractive layout.

There is a point which might be used by many a retailer who claims he cannot write an ad.—that he doesn't know how to arrange the layout in an attractive manner. Why not call on the newspaper man—put it up to him and get his advice? You are consulted about the

"It's Confidence That Does It!" Canned Vegetables AND Canned Fish

Housekeepers looking for some relief from meat menus this season, will be interested in the following list of whole some relatives for the table:—

TOMATOES—"Sunset Brand." They are whole tomatoes, hand packed, almost as good as fresh tomatoes. Don't forget the brand, "Sunset," per can . . . 30c

CORN—"Honey Dew." Canned from the best selected stock, hand picked, per tin . . . 35c

PEARS—Bartlett's Pears in heavy syrup, per tin . . . 30c

APRICOTS—Extra fancy per lb. . . 40c
Extra choice, per lb. . . 35c

COCOANUT—Baker's Fresh grated coconut, sterilized with its own rich milk for pies, cakes, etc. . . 30c

SALMON—"Golden Link" sockeye salmon, deep red, an extra solid fish, in one pound flat tins. . . 45c

PILCHARDS—A dainty Leaner relish for salads and sandwiches, per tin . . . 35c

SWORD-FISH—A delicious, deep sea fish, makes excellent salad, fish loaf or creamed fish, large tin . . . 35c

CHRISTIE'S LINE. Constantly in stock, fresh packed soda biscuit and fancy biscuits, about forty different kinds including the favorite crackles

OUR OWN LINE. Fragrant teas and coffees! A sample order results in good instant use

Porter S. White Co.
334 George Phone 208

the store, they like to be waited on carefully and intelligently; they want to see goods neatly and well arranged; they may occasionally phone in for a special delivery of some line they have forgotten to order in time for the regular deliveries. These points in service, the Porter S. White Co. bear in mind and try to carry out.

The arrangement of the store is good. It is not a large store and the study of how to arrange goods in a way to attract and keep things from being jumbled up has involved time and thought. However, it has been accomplished and the goods are plainly visible, neatly arranged, and attractive.

The Double Display at the Front

Perhaps the store front illustrates how much can be done with a small store where space is considered at a premium. Many dealers would have the store front right on the sidewalk, but not so with this company. The entrance to the store is perhaps 6 feet from the inside edge of the sidewalk; the glass front of the window about 4 feet. Some might say four feet of good space absolutely wasted, but the explanation offered by Miss Barnard is a good one and worthy of notice.

"The space in front of the store provides what I might call an extra window," Miss Barnard explained. "It is an extra display space which we utilize to advantage in showing fresh fruits, vegetables, and kindred lines. Then back of this display is the regular window display, which we always try to have bright and attractive. We have found that the space we devote to getting our goods displayed at the front of the store pays us well."

Using the "Back Door"

There is another element of handiness or completeness it might be termed, about this store. It faces on the main street of the town and it also extends right through to the market, which adjoins the back of the building. Customers come in through the "back door" from the market—it is a short cut to the main thoroughfare, and it is convenient for many farmers who, when they have sold their produce, are anxious to get away in a hurry. "We find our farmers' trade a good one and growing and not a little of our success in this connection is attributable to the convenience of the back door," stated Miss Barnard. "It is also a convenience in receiving goods, as we can take in shipments there and keep the front door from being blocked up and probably littered up with packing cases, etc."

Newspaper ads. that bring customers to the store and service that makes them want to come back, are hard to get away from, and the success of the Porter S. White Co. is largely due to these two factors.

ATTRACTIVE FIXTURES A SELLING ARGUMENT

(Continued from page 139)

Making Friends of Customers

"We do not trouble ourselves about this competition," says Mr. Stevenson, "We get our business by making friends of our customers, and of others in the district who may become our customers, and we retain it by gaining their confidence, and by justifying this confidence in the service we render. When we ask a dollar for an article a dollar is paid without any question. Our customers have come to know that "Stevensons" go on the market for the best goods they can buy, and add only their legitimate profit, and they know that a firm that has the confidence to build a fine store, and to equip it in the best style, have everything to gain by fair dealing and conscientious buying.

"We have made it a practice to handle only the best goods, and to make them as attractive as possible, and having done so to tell the people about it, and to keep on telling them, so that they will come to believe it both from experience and from force of habit.

"This to our thinking is the modern and only successful way of doing business."

GETTING THE MARITIME SUMMER TRADE

(Continued from page 138)

tures for displaying fruit are given a prominent place in the store.

There is also a considerable emphasis placed on the stock of fancy groceries, of which the store makes a feature. These are the items that are calculated

to interest the summer buyer, and perhaps the master of the house is even more subject to this appeal than is the mistress, and he is less likely to weigh the cost of these goods. So it is that Mr. Wellner has found it very good business, indeed, to exert an especial effort at this time of year, to interest the purchaser of summer grocery needs.

THIEVES RANSACK NAPANEE, ONT., STORE

Burglars ransacked the grocery store of R. J. Wales at Napanee one day last week, but were frightened off by some fishermen. Included in their booty was a tin box containing \$30,000 worth of Victory Bonds, and in their hurry to get away the thieves scattered them all over the lumber yards of Gibbords & Co., where they were recovered by the police. They got away with a small quantity of tobacco and biscuits. This is the second time this store has been robbed in a week.

PLANT AGAIN ON PEACE TIME BASIS

On account of war conditions the Charles B. Knox Gelatine Co., Inc., with factory at Montreal, had to withdraw from the Canadian market for a few months. This was in common with the policy of a number of firms due to difficulty in securing raw material, transportation troubles, etc. CANADIAN GROCER is informed that the factory at Montreal is again practically on a peace-time basis, both Sparkling Gelatine and Acidulated Gelatine being manufactured.

The Importance of Store Arrangement

Display Tables Should Be Changed Often—Keep Seasonable Lines Where Customers Can See Them Quickly—Always Keep Store and Stock Clean and in Order

THE arrangement of the store means more than merchants often realize. Your customer, as soon as he or she enters, gets an impression. Let it be a favorable one. If your store is untidy and the stock dusty or dirty, there is a certain class of people who will never deal with you. Cleanliness is one of the essential things.

Seasonable goods should always be displayed in such a way that your customer can see them at a glance. The use of display tables is one of the best ways of doing this. These should be changed often, and always kept in first-class condition. A table displayed with small articles will draw more sales than if these lines are hidden away and shown only when asked for. Other tables should be used for showing goods which are particularly in demand for the time of the year, and let everything have the

selling price plainly shown so that there will be no hesitation in quoting prices.

In some cases it would be very unwise to display certain classes of goods on tables, where the dust and dirt can gather on them. In this instance the glass show case is the only thing. These, too, can be arranged very nicely, and have the same advantage as the display tables, keeping the goods in view.

Always keep your store clean and in perfect order. Keep your shelves well stocked so that no one will get the idea that your stock is low. In small stores where the stock carried is not heavy, a good plan is to use the empty cartons to make your stock look complete. And as soon as one season passes and another brings with it the demand for other goods, let the people know you have their requirements and are ready to supply them.

THE TOWN ON THE TROLLEY LINE

WHEN the interurban electric railway first began to come to the fore the merchants in the smaller places served just held up their hands with as resigned a look as they could muster, and prepared themselves to more or less promptly starve to death.

It's a good many years now since these trolleys first came to the fore, and the resigned merchants have had time to get over their surprise that despite the allurements of the large towns, and the ease with which they might be visited, nothing really happened. They have grown familiar with the electric car now and have ceased to think of it as a menace to business. As many mer-

chants, however, could not sleep at nights without something to fill that little niche, the automobile has more or less been elected to fill the place left vacant by the electric car. "There are a lot of cars in this section, they say, with hushed voices, and people are getting the habit of going to town, and it's cutting into business."

Why Delay the Pooh Poohs?

Of course, ten or twenty years from now these same merchants will be vigorously pooh poohing the idea of the automobile ever doing business any harm. Equally, of course, they will be in the right twenty years from now.

For the purpose of argument take the town of Grimsby, Ont., on the Hamilton-Grimsby and Beamsville Electric Railway, with an hourly service between Beamsville and Hamilton. Grimsby is still on the map and that electric railway has been running past the door of every merchant in the town for something upwards of 20 years. They have a good hotel, a new moving picture house—which, by the way, the merchants say brings more business to town than the cars take away. They have a prosperous fruit-growing district surrounding, and they have stores that do credit to the town.

James W. Wells, in speaking of the effect of this hourly service to a much larger place, didn't think it was a matter of great importance. They lost some business, of course, but they gained some as well. It's all a matter of perspective, as Mr. Wells sees it. You who live in Grimsby may think that it is a pretty small place with limited possibilities, but I who live five miles back on the mountain, or somewhere between Grimsby and the Beach, think it's a pretty brisk spot, and can't find it in my heart to believe that there isn't a wish

IN the good old days, when a trolley line entered a town, the merchants generally conceded that from a general business standpoint it was as dead as Pharoah. The Jeremiahs of to-day point to the automobile as the assassin of the smaller community.

Pessimists present and past are both in the wrong. The small town merchant has his own appeal that the city merchant cannot meet.

Witness the Town of Grimsby, Ontario, and the case of Humph and Hank.

of mine that could not be satisfied within the town limits. There you have it, you see. Mrs. Humphrey Jones, hot foot after a new evening gown, will probably step on the car and go to the large stores in Hamilton to make her choice; but on the other hand, Mrs. Smith, wife of Heck Smith of the 3rd concession, or whatever concession it may be, is just about as sure to step on the car after the day's chores are done to do her purchasing in Grimsby. Now, when Mrs. Smith has been induced to visit the town, for whatever reason, everything is well—for there is little likelihood that she will save her business for a possible trip to the city. The things she actually wants are to be found here, and once within reach, the purchasing impulse is strong within her, and she will buy what she sees. Now, if this is true of Mrs. Jones and Mrs.

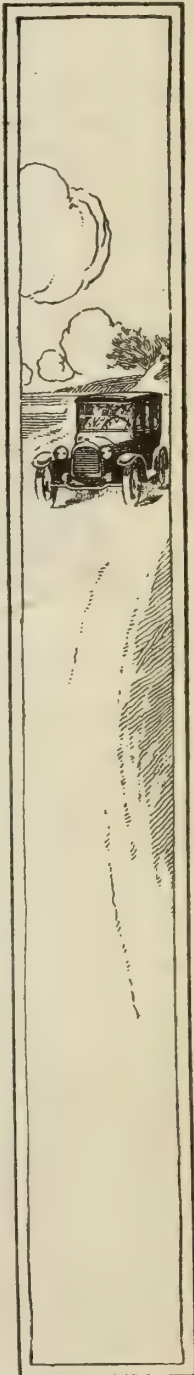
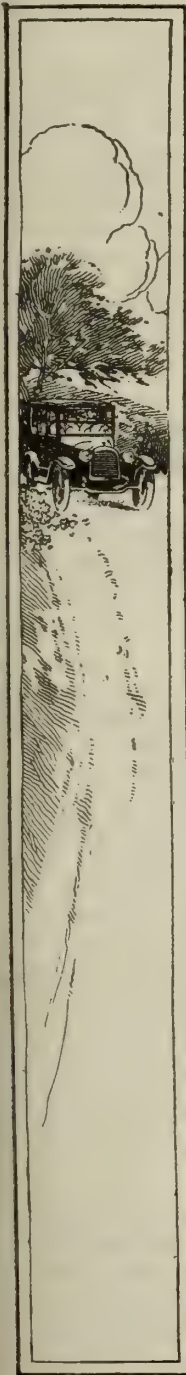
Smith, it is equally true, only more so, with Humph and Heck.

Putting the Catalogue's Nose Out of Joint

In the good old days of twenty odd years ago, when getting to town meant hitching up "Jim and Dandy," just as they had their muzzles comfortably buried in the oats—a commodity comparatively well known in those days—it took a lot of encouraging to get Heck to make more than a weekly trip, and that usually meant that a lot of things were forgotten, and usually meant also Mrs. Heck getting down the catalogue on her return, and sending for the forgotten items, with a fair proportion of next week's needs as well.

The Gospel of Making It Easy

Now the car passes the door or thereabouts, and for the small sum of a nickel one can run to town almost any hour of the day. The result is that the good old catalogue has been ousted from its place on the nail beside the pantry door to a less airy one at the bottom of the wood-box, and Heck and Mrs. Heck made practically nightly trips to town to nourish their souls at the shrine of the perforated film, and to do ditto for their pride at the various town stores. When you make it easy for people to go somewhere and do something, they naturally do it, it being a human proclivity to do the thing that doesn't take much doing. A trip to town, with the consequent excitement, is easier than trying to make one's wants clear on one of the printed forms torn from the back of the catalogue; therefore a trip to town it is.



Won't Become Human Pack Mules

In the case of the grocery store, the danger of losing trade because of any such facilities of travel, trickles away to absolutely nothing. As Mr. Wells sees it, the people of a locality will buy either from their locality grocery or from the mail order house. They are not likely to go far afield to make their purchases of flour and sugar, and spoil a day's outing in the city by loading themselves down like pack mules, with commodities they can get as cheaply at home. No, it is either the town store or the catalogue, and everything that makes it easier for the rural population to get to the town makes the road of the catalogue the harder. And making heavy travelling for the mail order catalogue is one of the greatest pleasures that brightens the life of the town merchant. The trolley car and the automobile do just that, according to Mr. Wells.

"That may be all right for the grocery store," someone interjects. "We all know that a pound of sugar bought in Winnipeg would taste the same as a pound bought in Montreal, and the difference in price would hardly be a consideration. But what about the general merchant? There are more chances of his losing trade than there are with the specialized grocery store."

To meet this objection let us continue the parable from the viewpoint of

Humph and Heck. The electric car began the work that the automobile is continuing—the destruction of that died-in-the-wool idea that a white collar and a tie were an infallible sign that it was Sunday or a funeral or a wedding. In other words, Heck is a prospective buyer, not once every ten years or so, but about on the same average as the city man. The electric car, and later the automobile, brought Heck and his like into touch with the man who wears a collar and tie as part of the appointments of the day. It made mixing with other folks easy, and it did away with the delightful simplicity of pioneer days.

Unquestionably the more you mix people the more complicated become their needs. Heck, living away off there on the third concession, or thereabouts, is quite satisfied with his baked beans and bologna, and the world's larder, as far as he is concerned, contains only a dozen or so commodities, and his other needs are as simple as his diet.

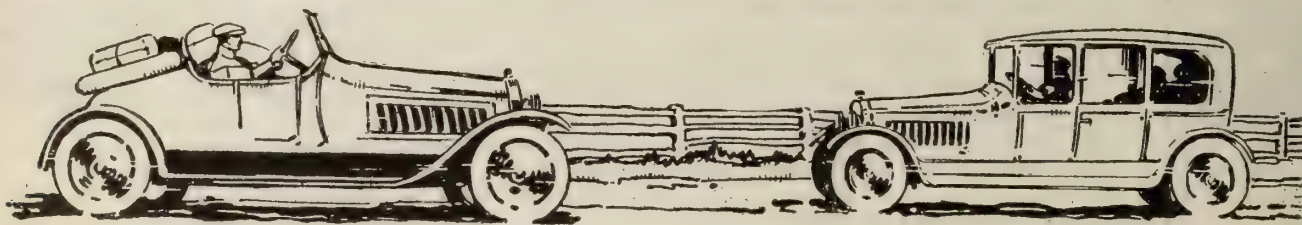
Humph's Elaborate Needs

Not so the needs of Humph, however. He lives in the town, and reads the newspapers, and the products of the Carnegie cold storage libraries, and he knows what the world is doing, and he knows also what the world is eating and wearing, and, in a measure, thinking. Now, there can be no question of a doubt that as a buyer Humph is twice or three

times as interesting a prospect as Heck. But let Heck get to town regularly, mix with Humph and his like, and little by little things change out on the third concession. "The God Bless Our Home" picture, beautifully knitted by Heck's deceased great aunt, gives place to more modern examples of art. Mrs. Heck removes the cream with a crank instead of a skimming spoon, and the bologna ceases to be a daily visitor at the festive board. In other words, the closer the third concession man is brought to the influence of the town, the more numerous will his needs become, and the more will the merchant profit thereby.

That at least is the opinion of Mr. Wells. There is no suggestion that the above is a literal translation of Mr. Wells' opinions on the matter, but it at least follows in a sketchy manner his views on the dangers or lack of danger to be found in the prevalence of trolleys, tin Lizzies, and automobiles.

But when all these arguments have been thoroughly discussed, the strongest one yet remains, and that is the matter of the personal element in salesmanship. There can be no question of the fact that the knowledge a merchant has of his customers, and the confidence that they have in him, is the greatest asset he can possibly have. It is the large factor that puts the town store beyond any casual danger from such agencies as suburban lines and automobiles.



HOW DEPARTMENTIZING HELPS THE STORE

Continued from page 130

I make or any offer of price will be genuine. I am not addicted to the price-cutting mania, but there are often times when I am in a position to offer a special bargain, and any such time there will be no disappointment to my customers—it will be real saving to them."

The Higgins stores use every aggressive means to develop their business along growing lines. A city salesman is employed who covers the city thoroughly canvassing for business. His calls are made on those who are located some distance from the stores and who have no telephones. A certain district is covered each day and in this way deliveries are centralized in a certain locality. A complete delivery service covering the entire city is constantly maintained, however, but the outside salesman stirs up business from householders who would probably not go to the store, except on rare occasions, and who appreciate the solicitation of their business by personal canvass. The telephone is used extensively as well to reach those

who can be solicited in this manner. Altogether the Higgins stores are good stores—the general stores in the country are departmentized and selling goods for cash. The grocery stores in the city are to be departmentized, because in this way Mr. Higgins is confident the best results will be obtained—he has seen the truth of this belief in his general stores—and he is also planning on selling for cash. Departmentizing plus the knowledge it can bring versus the hit-and-miss method—cash versus credit—there you have the situation, take your choice.

SUMMERTIME THE TIME TO SELL CIGARS

Continued from page 134

sulted in increasing sales in the summer-time.

"Lea's" provide for this fact by an added aggressiveness in this department as soon as the days begin to lengthen. The windows are used to display cigars, tobacco and smokers' sundries in a way to make them as alluring as possible to the passerby, and there is a surprising increase of business at this time.

Of course, the store not only has cigars and smokers' requisites, but makes them a real department in the business. The best of display equipment is used for displaying and protecting these goods, and there is an assortment of cigars that would make the stock of many exclusive cigar stores look very paltry, indeed. The department is located right at the front of the store, two large display cases and the casing behind being used to show these goods. Moreover, there is a room upstairs that is equipped to keep these goods in as perfect a condition as possible. It is modelled after the rooms in use in some of the large tobacco warehouses, and while the accessories used are simple, it has proved very effective. This is one of the live departments of the store, and is a money maker.

It is not possible, perhaps, for all merchants to devote as much space to these goods, but it is worth their while to remember the opinion of Mr. Lea, that this is the real harvest time for the cigar trade, and to use a little extra effort at this time in displaying and introducing these goods.

The Retailer's Field and Its Business Possibilities

By JOHN C. KIRKWOOD

THE retailer's local community, as shown by the accompanying diagram, may be confined to the area of the inner circle, designated "0," or it may overflow into the surrounding territory designated "1," "2," "3" and so on.

In the diagram, "0" represents a territory two miles in diameter, containing 3.14 square miles, or 2,010 acres. A town occupying this area may have a population of from 3,000 to 5,000, or from 600 to 1,000 families—say, on an average, 750 families.

The belts of territory surrounding "0" have a breadth of one mile. In the case of cities, their area will take in one or more of these belts. The acreage area of each belt is indicated in the accompanying table. Allowing 4 to 5 families per acre, on an average, the approximate urban population of each belt in the city area can be computed. In the table following a town of 750 families is assumed, all contained within the circle designated "0." The rural territory begins with belt No. 1, and extends, in the diagram, to a distance of 21 miles out from the retailer's store.

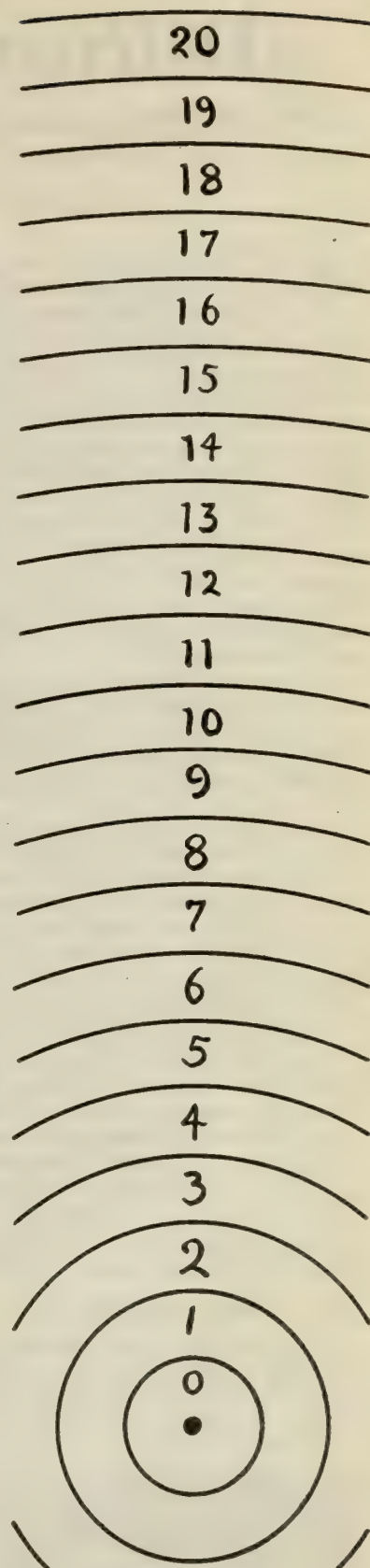
The retailer's field, before serious competition from other neighboring towns or cities is encountered, will almost certainly take in Belts Nos. 1, 2, 3, 4 and 5, and may take in a number more. Each retailer will know just how many of these mile-wide belts he can fairly count as his own field.

The table following will suggest to each retailer the approximate number of families residing in his field; and suggests the amount of their probable annual consumption of the particular class or classes of merchandise sold by the retailer. It is for the retailer himself to ascertain just how many of the families in his field he is serving regularly, and how close he comes to doing all the business which his field is able to yield him.

Belt or area marked	Having a breadth of one mile, contains:		And has a population, on the basis of 1 family to each 100 acres:		The retailer's annual business with these families on the basis of annual sales as under can be:		
	sq. miles	acres	families	territory:	\$50 a year	\$100 a year	\$200 a year
0*	3.14	= 2,010	750	750*	\$ 37,500	\$ 75,000	\$ 150,000
1	9.42	= 6,031	60	810	40,500	81,000	162,000
2	15.71	= 10,052	100	910	45,500	91,000	182,000
3	22.00	= 14,073	140	1,050	52,500	105,000	210,000
4	28.08	= 18,094	181	1,231	61,550	123,100	246,200
5	34.66	= 22,115	221	1,452	72,600	145,200	290,400
6	40.83	= 26,136	261	1,713	85,650	171,300	342,600
7	47.13	= 30,157	301	2,014	100,700	201,400	402,800
8	53.41	= 34,178	341	2,355	117,750	235,500	471,000
9	59.69	= 38,199	382	2,737	136,850	273,700	547,400
10	65.98	= 42,220	422	3,115	155,750	311,500	623,000
11	72.76	= 46,241	462	3,621	181,050	362,100	724,200
12	78.54	= 50,262	502	4,123	206,150	412,300	824,600
13	84.82	= 54,283	543	4,666	233,300	466,600	933,200
14	91.10	= 58,304	583	5,249	262,450	524,900	1,049,800
15	97.38	= 62,325	623	5,872	293,600	587,200	1,174,400
16	103.66	= 66,346	663	6,535	326,750	653,500	1,307,000
17	109.94	= 70,367	703	7,238	361,900	723,800	1,447,600
18	116.22	= 74,388	744	7,982	399,100	798,200	1,596,400
19	122.50	= 78,409	784	8,766	438,300	876,600	1,753,200
20	128.78	= 82,430	824	9,590	479,500	959,000	1,918,000
Totals	1385.45	= 886,656	9,590				

*Local field, containing, by assumption, 750 families.

Note: The figures indicating the amount of business possible can, and should, be divided by the number of retailers competing for the business—2, if there be two retailers in the same general line of business; 3, if there be three, and so on. The point is that these figures indicate that there is a volume of possible business for each retailer much larger than he may now be having.



The significance of this diagram is interpreted in the reading matter accompanying. The centre of the inner circle, marked "0," represents the retailer's store, or the heart of the local business community. The circular strips or belts, marked 1, 2, 3 and so on, represent mile-wide areas surrounding the local business community. The area of each of these belts, expressed in square miles and acres, is given in the table accompanying, as is also the probable population by families. The amount of business which the retailer's field should yield is likewise indicated.

Different Cards for Each Season

Montreal Firm Aims to Make Changes so Noticeable It Will Be Striking — Directions For Writing Some Attractive Show Cards For Your Own Windows

Written for CANADIAN GROCER by ROBERT T. D. EDWARDS

MANY firms throughout the Dominion have excellent systems for show-carding their stores. Some of these systems are based on one principle and some on another. Some from an economic point of view, others from a uniformity standpoint. Others use their cards for the decorative effect to their store. Many have all three principles embodied in their show-carding scheme, but you will find that all systems worked out are subject to local conditions, both from the kind of trade catered to and the various systems necessary to secure business in the various localities.

These various systems are interesting indeed, especially to those who use this form of advertising.

There is a store in the City of Montreal where the system for placing show cards on merchandise is worth while knowing. It has a somewhat different method to that usually used by the departmental store.

The principle of this firm's system is to change its cards often; to give the public a complete set of show cards to look at at least every season of the year and to make the change so striking that it will be quite noticeable. For instance, they may use a white card for the winter months and as soon as the spring season comes they in all probability will change to a light green, and then from green to some other noticeable color for the summer. They change their cards for the various seasons and they find it puts a lot of life into their inside advertising.

There are a good many firms who do not believe in using highly colored cards for other than sale purposes, but this firm seemingly has had good results from this method and we pass it on for what it is worth to other firms.

Must Watch This

One thing that is most important in show-carding a store after this system is to see that only one color card is up at one time. It has been found that clerks very often follow the line of least re-

PHRASES FOR THE CARD WRITER

Everything for the Housecleaning Season.

Here are some readily prepared dishes for these busy days.

We have all the early spring vegetables and fruits, come and see for yourself.

Consider these lines, they are just the thing for these Spring days.

Fruit is the best of Spring tonics, and we have a full assortment.

sistance, and if yellow cards are in use and they have nothing but a green card in the department to meet the requirement they would use it rather than take the trouble to get a new one. It should be instilled into those in charge of the cards for each department to see that nothing but the one color card be used at one time.

Two Good Cards

Your attention is called to the two card reproductions on this page. The card referring to "good workmanship" will apply in the case of a display of wedding invitation cards, visiting cards, embossed correspondence papers, etc., a branch of trade which is not developed as it should be by some firms. This half-tone is reproduced from a card done with white lettering on a brown mottled board card.

The other card is done on a medium dark mat board with a broad gold border design. The lettering is a modern Roman in black ink.

From a show card standpoint Montreal is a splendid city. The firms not only use show cards generously, but they use good ones. Many of the firms have excellent show-card writers. Their work is of an entirely different style to that of Toronto cardwriters, but it is clean-cut and many good ideas may be gleaned from the cards.

Their brush stroke work is exceptionally well executed. This is a very important factor in the work of any card-writer.

HEAVY PEANUT EATERS

A recent census of the peanut industry in the United States shows that the per capita consumption is now more than one pound a year. In January 1, 1919, there were 114,364,367 pounds of

peanuts held by peanut cleaning and shelling companies, warehousemen, wholesale grocers, and dealers, oil mills, peanut butter makers, bakers and confectioners. Peanut butter manufacturers had 3,085,700 pounds of unshelled peanuts in stock.

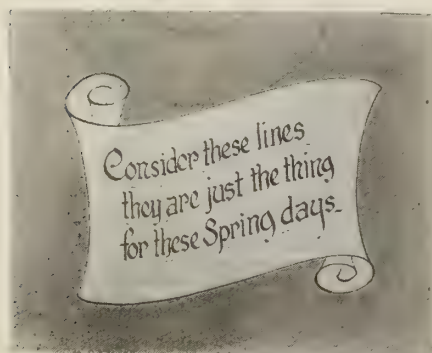
FIRE DESTROYS ICE CREAM CONES

An extensive damage was done the factory of the Montreal Ice Cream Cone Company last week. The fire broke out on the second floor of the building, located on Craig street, and spread rapidly, making a rather spectacular blaze. Before extinguished, many thousands of dollars' worth of damage was caused.

LESSEN OVERHEAD BY BUILDING SALES

Post yourself on all the new goods that come into the store. Especially keep posted on the store's advertising. Help the store to cash in on the advertising expenditure by your co-operation, not only in knowing what merchandise is advertised, but in your active co-operation in showing the goods advertised. Keep posted on the goods featured in other departments. How easy it is to say, "They are showing an especially fine bargain in so-and-so to-day." This is co-operative salesmanship. If each department would call attention to other departments in the store, this would mean increased sales and consequently reduced overhead.

One of the big things that worries the merchants is this matter of increasing expenses—overhead—fixed charges. The only way this can be reduced is by more sales. The clerk can help materially in reducing overhead by more intensive salesmanship. Making two sales instead of one. Calling attention to new goods. Purchasing them in such a forceful manner as to create interest and arouse desire. These two things done, a sale is the natural result. W. W.



Few Specify Kind of Jelly Powder

One in Fifty, Say Some,
Even Less is Claim of
Other Dealers.

"A SHORT time ago practically all my jelly powder sales were in _____," stated Mr. Vanstone, of A. L. Vanstone, Brantford, Ont., "but one day I found out that I could make a 10 cent better margin by selling another line. As far as I can see there is absolutely nothing to choose between the lines. They are both made by reputable firms, and the only difference seemed to be the difference in profit to me. Naturally I decided to favor the more profitable line, and in that brief space of time I have changed the bulk of my trade from the line that they had known for some time to this one which was a new line with our store.

"If a customer has been accustomed to the other and asks if this one is as good, I tell her that it is manufactured by a good firm whose other products have all a well-deserved reputation for quality, and I very seldom have the slightest difficulty in getting her to try it. Very rarely does she refer to the matter again, merely taking the kind that I hand out without comment, which indicates her satisfaction in the change."

J. Forde, of J. Forde & Co., Brantford, handles one line of jelly powder almost exclusively. He used to handle several other lines in some quantity but did not think they were as good value as the line the store now features, and did not believe that they would give the same satisfaction. Now, while he practically handles only this line he claims that he never loses a sale, his customers readily taking the line that he has decided to be the best."

G. O. Werrett, Simcoe, Ont., states that he handles _____ jelly powder practically exclusively. No matter what is asked for I sell it, because I know the line is good and I have no difficulty in doing this. We cannot handle any line that is offered us and must make our own choice in most instances. There are of course some people who ask for these goods by name, though in many cases they use a trade name, thinking that it is a name for jelly powder rather than a particular brand. When they are informed to the contrary, it may be that they had no idea of buying the line for which they actually asked. In the case of the line of goods I stock, and have been instrumental in introducing to my trade not only have I had no difficulty, but on a number of occasions customers have actually thanked me for the suggestion."

H. H. Reeves, Port Dover, Ont., handles two lines of jelly powder. In his experience customers very rarely ask for these goods by a brand name, but merely ask for "a package of jelly powder." If they do happen to ask for another brand, it is more a casual sug-

Time and again in the course of these investigations, the dealer has raised the point, that for one reason or another he must limit his buying to a few brands of a certain article. In many of these articles the well-known brands may be numbered in dozens. He must discriminate, and when he does discriminate he becomes a salesman, for it is a certain thing that he will attempt to sell the brands he carries.

gestion, and he has never found it difficult to sell the lines he carries in preference.

"Only one person in fifty asks for jelly powder by name," is the statement of I. N. Kaufman, of "The Fair," Port Dover, Ont. "In the majority of cases the customer merely asks for jelly powder. It may be that she has some definite kind in mind, but certainly it is very rarely that she asks for it, and certainly she is very ready to take any suggestion that we may make in regard to the kind she shall use. "We carry two lines, but we are putting special selling efforts behind one of them. We bought this line at a lower price than the other we handle, and we are selling it to practically all our trade and cultivating a demand for it. We might handle a variety of other lines but it would mean carrying a heavy stock, with the added danger of loss that a heavy stock in such lines entails. We would be no further ahead for we can sell one or other of the lines we carry to our customer asking for jelly powder. We say this definitely because the contention is based on actual experience."

W. Evans, Port Dover, Ont., handles three lines of jelly powder, but the bulk of the sales are in one particular line. He stocks this line more heavily than the others, and for that reason admits that he may be somewhat more ready to call it to the attention of his customers than he would be in the case of the other lines handled.

An Advantage to Handle a Single Line

"In jelly powders we carry three different brands," says W. T. Ackland, of Bank Street, Ottawa, "but I do not think that customers particularize very much, however. It is up to us to do the selling as it is to any store. This is what we are in business for. If you can get away with it, I think it is most profitable to handle only one line. We could create a demand for anything, I suppose, but it takes too much time and energy to push several lines of goods when one will answer the purpose. The package has a good deal to do with preference in any line, but primarily it is a matter of dollars and cents with the grocer."

Merchants Readily Find
Sale For Line That Pays
Them Best.

Leave it to the Grocer

"We sell four brands of jelly powders, and in our opinion they are all very much alike," says R. Herbert, 232 Bank Street, Ottawa. "Customers do not ask for anything in particular but will take one line as soon as another. It pays all right I think to handle a number of lines of jelly powders as you can carry a small stock and renew it every month. We stock small and can clear up each month. I guess you could create a demand for anything, either by advertising it or having it pushed by the dealers, if it has merit. The appearance of a package has a good deal to do with its sale when customers buy personally. We have a great many customers in all lines who do not know or care about particular brands, but leave it to the grocer."

The above interviews with retailers show that the individual dealer in most cases forms an opinion that a certain brand of jelly powder is the one he should get behind; that when he does get behind it that is the one that the majority of his customers purchase. Some have the idea that as far as quality is concerned there is not a great deal of difference so that matter of profit margin is important. The appearance of the package was mentioned by some so that this is another factor in the buying and selling of jelly powder. The general conclusion to be drawn from the investigation is that the retailer selects the brand on which he has the most information—which he knows is of good quality and which allows him a fair profit.

NICARAGUA'S BIG COFFEE CROP

It is estimated that the Nicaraguan coffee crop this season of 1919 will amount to 30,000,000 pounds, which quantity, if realized, will exceed that of 1918 by 5,000,000 pounds. The increased production, with the present market price, 20 cents a pound, will bring into the Republic \$2,000,000 more than is usually realized from the coffee crop.

During 1917 there were exported from Nicaragua 18,542,246 pounds of coffee, valued at \$1,761,607. More than 60 per cent. of this was purchased by the United States, the remainder by France, Italy, Spain, in the order named. During 1918 the quantity exported was 25,266,454 pounds, valued at \$2,224,154. All of the 1918 crop, except 180,000 pounds, was taken by the United States.

General Store Makes Good Profit

Seems to Show 47 Per Cent. on Investment and Nearly 4.7 Per Cent. on Sale —
Accounting For Sales in Different Departments

By HENRY JOHNSON, Jr.

TWO brothers who run a cross roads store submit their statement to me. They are not expert accountants, so the figures are difficult to arrange. But I can always forgive that if the earnings are good, and those certainly seem splendid in this case. They ask me to tell them (a) the rate of gross margin, (b) net profit; and they ask me to suggest how they can increase them. The letter is fairly long, but I want your help on it. So I shall copy its essentials and ask you to pick flaws in my reasoning.

—, Ontario, March 4, 1919.

My brother and I own the business and keep one girl clerk. I own the store property and the firm pays rent for it. Neither of us gives full time to the store. We earn fair salaries outside so take only nominal wages from the business. We draw mail; keep post office (\$650); work seven acres of land; keep cows, hens, hogs, etc. We pay cash for all we take from the store and live within our earnings. Take stock Jan. 31 each year.

Data this year:—	
Paid for Mdse.	\$24,319.72
" " Eggs	8,901.97
" " Freight	593.35
" " Fowl	497.52
" " Hogs	122.50
	\$34,335.06

N.B.—Hogs were bought to use up some feed we could not sell.

Expense:—	
Our Salaries	\$1,092.00
Clerks	440.00
Fuel	99.15
Stamps	20.75
Delivery	177.21
Phones and Taxes	34.00
Advertising	39.70
Light	10.00
Egg Case Fillers	54.22
Rent	156.00
Interest on Investment.....	268.44
Interest on borrowed money....	34.00
	\$2,488.22

(The column totals up only \$2,425.7, \$62.75 less than figures given; but I let it stand as given thinking perhaps an item of \$62.75 was in the original accounts and omitted in copying into the letter.)

Note on Delivery: We gather eggs in country and deliver some groceries where we call for eggs.

Mdse per Inventory	\$ 5,061.89
Egg Cases	24.90
Wood	36.50
Lumber and Crates	7.00
Ton Auto Truck, new.....	855.00
Computing scale	31.50
Platform scale	10.00
Scherer counter	190.00
Account register	40.50
Oil tanks	25.00
Show cases	4.00
Miscellaneous	44.00
	1,268.40

\$ 6,330.29

Note - Depreciation is allowed for on fixtures.

Accounts receivable	\$ 1,339.10
Cash in bank and on hand...	286.97
Withdrew from business	456.00
	2,092.07

\$ 8,422.36

Liabilities—

Unpaid bills for mdse.	\$1,952.69
Owe on truck, no interest..	400.00
	2,352.69

Net worth	\$ 6,068.67
Net worth, Feb. 1, 1918.....	4,130.02

Gain for year	\$ 1,939.65
Cash taken in for mdse., \$41,320.11. Owe bank nothing.	

I figured at beginning of the year to make a gross margin on sales of 12½ per cent. I figure we only made 10.4 per cent., made up as follows:

Remarkable Table of Divisional Sales

Proportion of each class of goods sold—	
\$14,350, or 35%, was flour and feed, margin 5%	
11,070, or 27%, was eggs & poultry, margin 11%	
4,510, or 11%, was dry goods margin 25%	
7,380, or 18%, was grocers margin 15%	
2,460, or 6%, was bread margin 9%	
1,230, or 3%, was seeds margin 10%	

Average 12½%

But to make 12½ per cent. on \$41,000 would show earnings of \$5,100, while I figure we only made \$4,285.03.

This is just a country store.

Yours very truly,

My friend wants to know what his gross margin actually panned out in percentage. I take his expense account, \$2,488.22, and add it to his net gain, \$1,939.65, getting a total of \$4,427.87. Dividing that by sales of \$41,320.11, we get 10.71 per cent. plus.

Then we can check those figures this way: Take the expense account of \$2,488.22 and divide it by sales of \$41,320.11 and we have expense ratio of 6.02 per cent plus. Take the net gain of \$1,939.65 and divide it by the same sales and we get a fraction under 4.70 per cent. net profit. Together those figures yield a gross margin-ratio of 10.72, or 1-10 of 1 per cent. more than what we get in the first instance—which is a pretty satisfactory check.

How Improvement May be Attained?

I am not sure that I can fulfill the third request, that I suggest how improvement can be made. Here is a firm which disposes of upward of \$41,000 worth of goods while employing one girl and part of two men's time. It is done much on a "trading" basis, evidently by two men who work as only farmers can work, who know how to "trade," know the value of every dollar they handle and make their minutes count.

The gross margin of under 11 per cent. average seems very meagre, but the question arises; could they maintain such turnover of such staples as they have sale for in their location if they added a higher range of margin? Of course, there is always the suggestion that they

stock some goods of higher grade, but that would require more time and labor and hence more expense.

As things stand, they have made net capital earnings during the past year of just under 47 per cent., and that should be good enough for anybody! It is a great accomplishment to fit yourself into your environment so that you are a square peg in a square hole. These men seem to have done it very well indeed.

System for Divisional Sales

How is that system of accounting for sales in various departments handled? Is that an estimate, based on previous experience, or have you a system for keeping each class of goods separate? Please let us have more light on this, for it is a very important point in any business. If merchants generally could install some system whereby they would know how much of each class of goods they were handling there would be much more success among them to-day.

Here is a point to watch:

Capital earnings for first year in business were about 33 1-3 per cent.—which was fine. The original investment was \$3,000, Feb. 1, 1917, and Feb. 1, 1918, there was \$4,130.02, while now there is \$6,070.67. It is highly probable that much of the last enhancement is due to advances in merchandise costs. So the purchases for this present year should be made with greater caution than ever before. Much merchandise is to-day on the down grade, even if not on the toboggan, and you cannot be sure where declines may come. So buy short and reduce stock. Thus only can you be sure, as the military fellows say, to "consolidate your gains."

Looking carefully over the figures given I do not find any weak spots. These men seem not to have overlooked anything nor to have blinked any facts. Note that they pay rent for their premises, even though owned by one of them. Note also that a charge goes in for interest on their investment. The wages they pay themselves are not excessive, being \$45.50 per month each. Yet in the circumstances, considering how they manage to put in part time only, probably this rate is equitable.

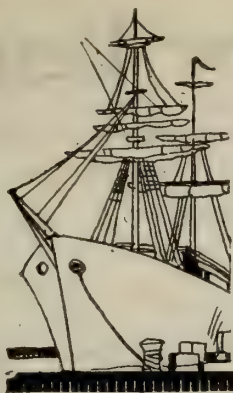
Does it not seem as if men who run things this way are beyond the reach of competition, chain store or otherwise?

USELESS WORDS

Judge—The police say that you and your wife had some words.

Prisoner—I had some, judge, but I did not get a chance to use them.

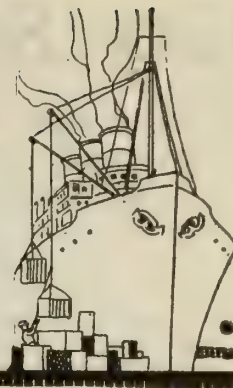




The Fishing Fleet

as

Grocery Buyers



J. P. GUY, Registered, 125 St. Paul Street, Quebec, have catered for many years to the small boats that ply the St. Lawrence. Many of these are fishing craft, and with fishing quite active in the vicinity of this quaint old city, and all down the North Shore, there is a field for development that this firm is finding continually profitable and also possible of further cultivation.

In speaking with Mr. Guy, he told CANADIAN GROCER that about 75% of his turnover was with these small and medium-sized boats, and that he expected the turnover with them to be larger this year than ever. It took a while to develop, but once the season opened it was active and orders were large. The season is from April to November for the most part, and its beginning depends largely upon the season. This year, the opening promises to be around the 20th of the month.

How Business is Secured

The Guy store is near the water front and not far from the piers and wharves of this open port. This is somewhat of advantage in that the master of a boat will probably walk up St. Paul Street on his way to the city. This being one of the principal streets, the store is suitably located to cater to this trade, although not for a straight family trade, as Mr. Guy pointed out.

"How do you reach these people and sell them groceries?" was asked of Mr. Guy.

Quebec Grocer Goes After This Business in Earnest — Usually Buys for Whole Week — Provisions Big Seller — Quick Turnover Rather Than Big Profits Desired

"Many of them we have had for years and we have always tried to give them good value and to look after their business. We sometimes send out a letter to them, but the greater part of the business with the boats is secured personally. The men deliver the goods right to the particular wharf where they are wanted and then there is an opportunity to get another order. Generally they buy for several days; sometimes a week. Orders will run from \$25 to \$200 weekly, according to the number of men making up the crew."

Strong on Provisions

Asked as to the kind of goods in greatest favor with these men, Mr. Guy replied that provisions were among the big items which met the wishes of the fishermen. Salt pork is a big favorite, and beans, peas, rice, lard and molasses bulk large in sales. Of the latter commodity, Mr. Guy stated that he would sell about fifty puncheons per season.

"Some of this is sold in barrels," he said, "some of the boats take a whole barrel at a time." They can put a tap in this and have a good supply on hand all the time. In other instances some buy five and ten gallons, and all these supplies are delivered promptly to the "slip" or wharf where the boat is tied up while loading.

In addition to provisions, canned goods are in free demand, and canned fruits as well. Of these, as will be observed in the accompanying photograph, the Guy Company carries a good stock. There is a good variety and high quality throughout, and in maintaining the standard on a high level, it is considered that no mistake has been made.

Turnover-Credits

In the matter of keeping stock moving, Mr. Guy said that the stock would turn from eight to nine times per year. In this way he is satisfied with a smaller margin of profit and believes that it pays to give the best value at a price that will be quite acceptable to his trade. And, of course, many of the lines that bulk large in his sales are those on which but a small margin of profit can be taken. Pork products, lard, butter, etc., are not big profit makers excepting where the larger bulk can be sold. In this way, however, with capital turning oftener, there is little difficulty in getting a fair return on the investment.



The store that caters to the boat trade. An interior view of J. P. Guy Reg., 152 St. Paul St., Quebec City

City Store Furnishes Outlet for Eggs

Considering All Angles to Question—The Telephone, An Advantage or Not?

It is not always that the country store, when it broadens out, extends its activities to the city, but that is no reason why such a condition of expansion should not exist. In fact the case of the A. F. Higgins Co., Ltd., who have general stores at Roland, Morris and Carman, Man., and now operate three grocery stores in Winnipeg, to illustrate how the two may work to advantage.

Two Angles to Question

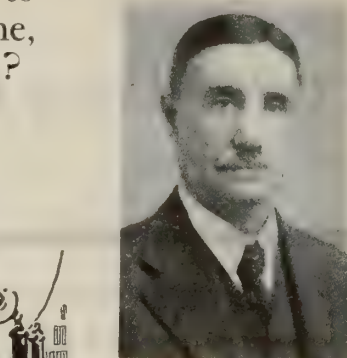
The taking-over of the first city store was done with at least one idea well-developed. That was that through the medium of the city store the heavy surplus of eggs handled through the country stores could be marketed in a way to show the country stores a profit on the transaction. Immediately bringing customers to the city store through making a leader of good eggs at an attractive price was a natural sequence which the city store management was quick to take advantage of, and eggs have been a consistent factor in the successful development of new business at each of the three city stores which this company now operates, and holding the former customers of the store as well.

Method of Handling Factor

In explaining why the success of their egg business was so pronounced Mr. Higgins explained that their method of handling the eggs to the consumer rapidly and absolutely fresh, there was no delay which could in any way influence the condition of the eggs. This is how it works:

The grocery stores have made a practice of taking the eggs from their customers for years and they have now become familiar with those who supply the best grades. They have gone farther and encouraged the early marketing with the result that the farmers gather the eggs daily and bring to town twice a week or oftener. From the country store to the city store a twenty-four-hour service may be said to be maintained. Eggs shipped one morning from any one of the three country points would be on sale at the three city stores the following morning, and probably not an egg would be over three days old. The eggs are sent in by express to secure most expeditious handling, and Mr. Higgins figures the time saved and in minimum breakage loss will pay the difference over freight shipments.

Every egg, before being sold, is candled and tested. In this way a further step



A. F. HIGGINS

towards protecting the consumer is taken. Mr. Higgins figures that occasionally a child in gathering eggs may run across a nest on which a hen has been sitting, or it may be that an egg has been boiled in the farmer's house, but not eaten and may get back to the market basket. It is against such contingencies that Mr. Higgins wishes to protect his customers.

Getting Customers to the Store — What Constitutes Good Advertising

The Telephone—Something to Argue Over

But there are angles to the trading in the city not encountered to any great extent in the country store, not to the same extent at any rate, and the reason is not hard to figure.

Take the case of the telephone. It would undoubtedly be used more in the country where there a delivery system to the farmer's door. In the city it is used by some almost to the exclusion of the personal visit to the stores. It may be said that through the medium of the phone as much wider circle of customers can be reached and developed. It is perhaps true too that could these customers be brought to the store that their purchases would be much more extensive.

Getting Customers In Store

It was with this latter idea in mind that the A. F. Higgins Co. recently advertised eggs at a special price at their Main Street store in Winnipeg. The ad. frankly stated that the sale was confined to the one store only, and Mr. Higgins as frankly stated to CANADIAN GROCER that the main reason back of the ad was to bring the people to the store. Not but what he appreciated the phone business, and not but what they would and did sell the specially-priced eggs to phone customers, but Mr. Higgins wants to see the customers, he wants them to look around the store, for he feels that when the customer is right on the spot he sees and buys a wider variety of goods. It may be wondered what brought up the question in the first place, and that is easily explained. There are about an even one hundred customers of the branch store who, as far as can be determined, have never been in the store. The business they transact is over the phone.

Advantage in Having Customer Come

Even were an initial visit to the store productive of no larger order at the present time, Mr. Higgins feels that it would show in future purchases. Getting the customer into the store, letting him wander around to see what is for sale will generally result in bigger and better business. It may be that he will decide to come personally for a greater percentage of his purchases, or he may just remember in phoning to add certain lines he saw on his visit. At any rate, Mr. Higgins figures they stand a better chance of bigger orders from the indi-

Stores Close at 4 p.m., Including Saturday.

BUTTER AND EGGS

are the important items on most grocery orders—All foods should be pure but it is absolutely necessary that butter and eggs be

OF THE VERY HIGHEST QUALITY

There's such a difference between ordinary eggs and eggs that are strictly fresh, and really good fresh butter adds much to any meal. The reason that the best in farm and dairy products are priced so reasonable

AT THE A. F. HIGGINS CO. STORES

is because they have established, through their chain of country and city stores, a direct service between the farm and you—Value this week are good—try these stores with your next order.

Most people prefer a smaller bottle of Ballou's appetizing pickles to a quart jar of "just pickles." That's the reason that Pin Money Pickles have such a large sale—They are delicious to the last morsel.

Pin Money Pickles—Sweet and sour, and Sweet and sour onions, chow, pickles, watermelon, etc.

Per bottle 40c

Klein's Milk powder Per 1-lb. tin 40c

St. Charles Evaporated Milk—Per tin 10c

Banner Condensed Milk—Special per 3 lbs 50c

CREAMERY BUTTER SPECIAL

Finest Creamery Butter—One of the best makes on the market. Regular 65c. Friday and Saturday Special, per lb. 45c.

Smoked Breakfast Bacon—Whole half piece Special, per lb. 40c

B.C. "Ontario" Apples—Per box \$4.75

Home Beauty Apples—Per box \$5.00

Home Dried Apples—Cured from selected winter stock. Regular 25c. Friday and Saturday Special, 20c.

White Clover Honey—5-lb. pails. Specially priced at \$1.85

Herbert's Breakfast Food—Per pkg 25c

Fancy Japan Rice—Regular 17c. Friday and Saturday Special, per lb. 15c

Our "Maple Leaf" Baking Powder—Our best baking line. Per 3-lb. tin, 25c; per 5-lb. tin \$1.15

White Ontario Beans—Hand picked. Per lb. 10c

Our Osborne Blend Tea—In bulk. Regular 95c. Special, per lb. 25c

Our Standard Blend Coffee—Per lb. 30c

FRESH LAID EGGS

Direct from our Country Stores. Per dozen 45c

License Nos. 8-12965, 8-5364, 8-5365.

A. F. HIGGINS CO., LIMITED

THREE COUNTRY STORES: Roland, Manitoba. Carman, Manitoba. Morris, Manitoba.

THREE WINNIPEG STORES: 690 Main St. Phone G. 3170-3171. 811 Portage Ave. Phone SR. 325-3220. 78 Osborne St. Phone F.R. 341.

An advertisement that lays stress on butter and eggs

vidual customer can they make him even an occasional visitor.

A very large business is done in eggs by the Higgins Co. store. Friday and Saturday selling in the city will probably mean the disposal of 30 to 35 cases. Even at this rate of selling it is often quite impossible to keep up with the amount handled through the country stores, and at such times the surplus is disposed of to the produce dealers, or other retailers. Should it be the season for storing eggs, this is done, and provision is this way made against the day when fresh receipts are small and inadequate.

Butter Handled Successfully

There is another commodity in which the country stores have helped out the city stores and that is in butter. The last year or two has shown a marked falling off in the amount of butter received at country points, the shortage of help tending to keep down the farmer's production.

However, even so, a very nice amount has been going through the distributing channels of the Higgins Co. stores, and they were able to store 10,000 lbs. for last winter, which helped out materially, though the amount was not sufficient to meet the requirements of the trade. The butter business is one where knowing the actual production helps out tremendously in buying, and this knowledge can be capitalized in selling too.

Carry Complete Line of Groceries

The Higgins Co. stores, of course, handle more than butter and eggs. They are complete grocery stores, handling fresh fruits, provisions, canned foods, cereals, in fact practically anything the householder wants in the line of "eats" can be secured at any of the stores. The arrangement of each store is made with a view to pleasing the cus-

tomers' eye and providing convenience in serving the customers. Goods are displayed where they can be seen easily and act as a suggestion to the buyer.

Care in Trimming Windows

The windows are used to advantage too. Neat, attractive, eye-catching displays are provided. The windows are changed regularly and often, and the goods used are those that will make the quickest yet most lasting impression on the passers-by.

What is Good Advertising?

The newspapers are used consistently to bring to the attention of the readers the goods offered by the Higgins stores. Mr. Higgins has studied the newspaper advertising game carefully and holds some very strong views on what constitutes "good advertising." Mr. Higgins says that "good advertising" is "honest advertising"—by honest advertising he indicates that which is correct as to detail and absolutely free from any misrepresentation, be it direct or implied. Good advertising is that by which one can not only gain, but by which he can hold the confidence of the public, and only by having it true and honest in every particular can this result be obtained. There, briefly, are Mr. Higgins' views in regards to one of the most important elements of the business. It might be taken almost as a matter of policy and that idea of honest advertising has been found a sound one to build upon.



Ontario Legislature Considers Important Questions

Acts Requiring the Grading of Cream According to Butter Fat, and That Seed of Grain and Potatoes Shall Not be Offered for Sale Until They Have Been Grown by Department of Agriculture for Three Years

THE Ontario Legislature, at its present session, among other bills under consideration, has given the first reading to the following bills of especial interest to the trade. The "Cream Purchase Act" which provides that:

Must Grade All Cream

All cream purchased for sale, shipment or manufacture shall be purchased on the basis of its butter fat content.

In determining the fat content of cream supplied to a factory the sample of cream taken for testing shall be weighed into a test bottle officially stamped and shall weigh 9 or 18 grams.

Any person who violates any provision of this Act or who falsifies in any way,

or over-reads or under-reads the Babcock test shall, upon summary conviction thereof, be liable to a penalty of not less than \$10 nor more than \$50.

For the purpose of carrying into effect the provisions of this Act, or any section of this Act, according to their true intent, the Lieutenant-Governor in Council, on the recommendation of the Minister of Agriculture, may make such regulations as may be deemed necessary, advisable or convenient, and may impose penalties for the violation thereof, and such regulations shall have the same force and effect as if incorporated herein.

Seeds Must be Tested

A further Act, known as the Seed

Testing Act, has successfully passed its first reading. The Act provides that:

It shall not be lawful for any dealer or agent to sell, barter or exchange any variety of wheat, oats, barley, rye, buckwheat, field peas, field beans or potatoes for seed purposes unless and until the variety so offered for sale has been grown experimentally by the Ontario or Dominion Department of Agriculture for at least three years.

Any such dealer or agent offering any variety of such seed for sale shall be required to show a certificate signed by such person as may be designated by the Minister, setting forth the fact that such variety has been grown, and stating, further, the results of the experiment.

Any person who violates any provision of this Act shall then, upon summary conviction thereof, be liable to a penalty of not less than \$10 nor more than \$50.

PICK YOUR FAVORITE

A bowling match between two teams representing the wholesale grocers and grocery brokers of Toronto was played last Saturday as a preliminary to a big contest to be staged on Wednesday of this week. The games in the initial meeting last Saturday proved very close and were keenly contested. If they are any criterion of the friendly rivalry between the teams there will be some real excitement when the real contest gets going.

The brokers proved the winners in the preliminary tryout, but reports are circulating that the grocers will have a greatly strengthened team when the next meeting takes place. Whether there is a dark horse being groomed to spring on the unsuspecting brokers or whether one or two of the players were holding back in the tryout is not divulged. Captain Pafford proved an able leader for the grocers, while W. G. A. Lambe was rated the star performer for the brokers.

The wholesale grocers' team, which was captained by A. H. Pafford, included T. H. Kinnear, Charles Parsons, James Lumbers, H. T. Wilson, F. G. Morley, F. M. Sloan and A. C. Pyke. The grocery brokers' team, captained by Wm. Charles, included Percy Millman, R. G. Lind, W. G. A. Lambe, Harold Parsons, Hugh Lambe, Fred Hutchinson and Eugene Moore.

TO HOLD READJUSTMENT CONVENTION

The annual convention of the National Wholesale Grocers of the U.S. is to be held in Cincinnati, O., on June 4, 5 and 6, 1919. It is understood arrangements are under way for a party to go from Ontario, the trip to include a day's visit in Cleveland and Detroit en route. The convention has been named the Readjustment Convention, and problems arising out of the termination of the war will be discussed in the light of developments since the signing of the armistice and probable signing of peace.

Winning the Parent Through the Child

Quebec Grocery Department Convinced of Value of Interesting Boys and Girls—
Simple Contests Will Do This—Create Enthusiasm of Children and
Trade Bound to Follow

THE Paquet Company, of Quebec, has been proud of the success it has scored in winning trade through the medium of the boys and girls. And, in many cases, the boisterous, bubbling, talkative boy has been the medium through which the store has appealed to the parents at home in a bid for their grocery business.

Few parents there are who are not arrested by the interest of the boy in anything. It may be enthusiasm of the irrepressible sort concerning a hockey match, or even a right good game of old-fashioned "shinny." The result is the same in any case, and all that is needed is the "sold" enthusiasm of the lad who takes his father and mother by storm, and whose attention the boy may repeatedly arrest if his own spirit is but filled with this juvenile force.

It is just this last-mentioned point that the Paquet Company has sensed and tying their program to this idea, they have carried out some contests that have invariably interested the children.

"Four boys out of a family will do a lot more talking and a far greater amount of advertising than several newspapers," said Mr. Dubuc, manager of the grocery department of this store. "If we can succeed in our plan to interest them it is 'Paquet' at home, 'Paquet' on the street, 'Paquet' at school, 'Paquet' everywhere. It is a great idea."

The Bunny Rabbits
CANADIAN GROCER'S representative happened along recently while one of these contests was in full swing. It was about three weeks before Easter, and while viewing the display about to be described, the boys filed in to take part in this contest.

At one end of the grocery floor, and just off the exit from the elevator, a small enclosure was arranged near the middle of the floor. The enclosure was in the form of a toy fence, about two feet

high, painted white and of picket pattern. It was of circular shape, and the diameter was approximately six feet.

In the centre was a huge wood tub, and in this a real rose bush was planted. This tree was profusely laden with roses, and while of an artificial sort, they looked well. There were hundreds of them and the idea was that of guessing "how many." To the boys a free guess was given, and there were no restrictions. Each boy had the privilege of coming to the department, making his estimate of the number of roses on the

tree and writing this guess opposite his name. The one guessing the correct number, or the four who guessed nearest the correct number of roses, would each receive, on Easter Monday, a live rabbit. That the interest might be quickened (and this was one of the real winning features of this contest) the live rabbits were running about in the enclosure. In their white garb of fur they were very attractive and the boys seemed to be fairly alive with interest as they viewed them. To further this interest 12 rabbits, in all, were used.

The display was made more attractive by having four baskets of fruit displayed, just inside the little enclosure, and slightly above the top of the fence. The contest was a great success, the hundreds of names already signed in the book provided, attest to that.

Easter Eggs and Chicks

It is possible, frequently, to make a contest of one of these unusual ideas most timely. Mr. Dubuc stated that it was his intention to make use of a small hen-coop just before Easter. This would carry out another original idea, and which would be, in substance, as follows:

The coop was painted white and it would be placed on the floor of the grocery section. A proud mother-hen would be secured, and with her the brood that she had hatched. These would form the centre of interest, not only for the juvenile callers at the store, but for the grown-up children also. It was bound to arrest the attention. The little shelter or coop was arranged so that dozens of real eggs could be placed around the lower part of the roof. Probably these would be vari-colored with dyes, but the scheme had not yet been fully worked out.

The whole idea is that of getting as much publicity as possible for the

Continued on page 156



An interesting display in the Paquet store, Quebec

Some Ways of Booming Summer Trade

Getting the Farmers' Trade in Fruit and Making Him a Booster For the Store—
Stabilizing Fruit Orders—Compensating For Lost Business
With Picnic Trade

IN the cities that are far from any summer resort, and must, therefore, see, during the summer season, a goodly number of the patrons of the store leave the city for some distant summer resort, the merchant must face the possibility of the loss of a goodly part of this business.

That is a fairly serious factor, and unless some means are adopted to make up for this loss the summer months are going to be pretty lean months for many a city merchant. There are, however, ways that may be adopted to compensate for these declines in the family trade, by added business from other sources.

J. W. Hanley, proprietor of the McLean Grocery, Moose Jaw, Sask., is placed in a city where there is little hope of picking up any business from summer resorts, they are too far distant to make this a possibility, barring possible small shipments to certain old customers, who will stick by the store no matter where they may happen to be.

Facing this situation, he has discovered that it is possible to build up a trade that will keep his summer business well on a par with any other season of the year. The means he has taken to do this is the featuring of the sale of fruit.

Fruit is a line that commends itself to everyone, and more especially in the hot summer days. It permits of a variety of novel devices in sale. For instance, everyone does not go away in the summer, and the city dweller has to have a certain amount of diversion, so there are always plenty of summer parties to be considered. Now, this business may be either only a nominal thing or a real item of business. It largely depends on whether the picnickers can be interested in the goods.

Fruit Baskets for the Picnicer

To attain this result the McLean grocery features attractive baskets of fruit, especially prepared for this purpose. These baskets are tastefully arranged, and prominently shown in the windows and in the store, and the attention of the visitor to the store is called to the fact that these baskets are specially arranged for the picnic party. It may be that the customer may not be interested in any picnic at the moment, but sometime during the summer she is pretty sure to be, and then this suggestion will, in all probability, be recalled. This fact has resulted in a very considerable sale of fruit in this way, sales that are usually accompanied with purchases in other lines of goods. But this is only one method of cultivating this business



in fruit, and perhaps the least important method.

Mr. Hanley believes that the fruit department is one of the most important in the grocery store, and, therefore, he gives it an attention that helps to make it so.

"In the summer time," he states, "we buy our preserving fruits direct from the grower, and in this way we are assured of a constant supply of fruit that should arrive in the best possible condition."

Interesting the Farming Trade

We make a point of going after the farming trade in the surrounding country, and cultivating the sale of fruit to this clientele. We cultivate the trade of farmers in these outlying districts by giving them special inducements. On all shipments of five cases or over we pay the freight. Perhaps there are not many farmers who would want fruit in this quantity, but the proposition certainly interests them, and they will go out and get their neighbors to share with them in a shipment. In this way, one farmer becomes the emissary of the store with another. That is a very effective system, as it has a tendency to develop an absolutely new class of buyers for these goods. And it has the advantage that the store is dealing in large quantities, as these solit shipments are all sent to one address with the freight or express prepaid, and distributed by the farmers themselves."

Cultivating An Order System in Fruit

The element of waste is one of the nightmares of this kind of business, and whatever means can be adopted to minimize this possibility means an actual profit to the store.

The McLean grocery has made a practice of getting this result by selling ahead. The customer is asked to supply

the store with an estimate of what she will want in the different lines of fruit for preserving purposes as the season of fruit approaches. By pointing out that a knowledge of the needs of the customers of the store permits buying only what is needed, and presents unnecessary waste that must eventually be charged against customer, and at the same time assures the customer of fruit in the freshest and best conditions, the housewife is readily brought to see that it is in her interest, as well as that of the store, to order well in advance. A little missionary work in this direction has helped materially in stabilizing this department of the store's business. Fruit orders are booked ahead, so that immediately on arrival the bulk of the supply may be delivered, and the store retains only whatever surplus it has been found advisable to order to meet the needs of transient trade. In this way there is very little shrinkage in this department of the business, and consequently it is handled at a satisfactory profit.

Systematic, Effective Advertising

As an illustration of the aggressive way in which this store uses newspaper space to feature this business, a number of advertisements are reproduced herewith. These advertisements have an interest and a directness of appeal, and carry the information that assures them a hearing, and that is the prime requisite of the advertisement that is to create sales.

BOVRIL, LTD., TO ISSUE NEW STOCK

Bovril, Ltd., owing to the continuous growth of business intend making a new issue of £300,000 in 6 per cent. five year notes.



Co-operation in

McBride's, Limited,
Moose Jaw, Sask.



W. WALKER

Who is in charge of all the stores as window dresser and decorator

Grocery Trade

Benefits by Large Buying
and Team Play.

THE chain store is one of the interesting developments of recent day business. Such chains are springing up in many centres and are competing strongly for business, with possibly longer established industries.

Among the newest arrivals in this field are the McBride's Limited" stores of the Province of Saskatchewan. The chain consists of 12 stores, of which six are in the City of Moose Jaw, Sask., while six others are scattered over the province, at Weyburn, Verwood, Assiniboia, McTaggart, Pangman, and Ogema. The latter three stores carry a general stock, but the others conduct a strictly grocery business.

Putting More Business Method in Business

It is about two years now since the firm was first organized by J. A. McBride and F. B. Mitchell. They were both thoroughly trained merchants, and they felt that in many instances the grocery business was being run on unbusinesslike lines, that there was being too little effort made to operate on economical lines, and too much of an element of waste was being permitted to creep into the business. They conceived the idea that the inauguration of a chain of stores would obviate many of these difficulties. Stocks were often too heavy, which frequently resulted in losses which must be made up by higher prices, if the dealer was to reimburse himself for these losses, and obtain for himself a net profit that would give him a living return on his expenditure. It seemed a reasonable assumption that by running a chain of retail stores a fair dividend on capital invested could be more easily obtained than could be done by the individually owned store.

At any rate, this was the belief that led to the establishment of these stores. Two great advantages have been achieved by their establishment. The first of these is the enlarged buying capacity that this series of outlets gives to the merchant. This gives him the great advantage of being able at times to

buy goods of high quality at a very reasonable price. Of course, these special opportunities do not always arise, but with a large buying capacity it is always possible to get an advantageous price.

No Need for Heavy Stocks

This is an important factor, but sharing importance with it is the ability of a chain of stores to co-operate, and in this way to obviate conditions that too often result in waste. Unlike the individually owned stores that must carry a certain stock to meet any possible demand, the chain store by the use of a central warehouse can accommodate emergency stocks, that are practically as available as though they were on the grocer's shelves, and that are at the same time limited in quantities, for de-

mand is not likely to come from all stores at the same time. In this way the stocks carried are far lighter than in other retail stores doing the same business, with a consequent limitation of overhead charges, while the element of waste from overstocking, that is such a real peril, is largely eliminated.

There is no surplus of stocks to take up space in any of these stores, but the illustrations will prove conclusively that there is no tendency to limit the necessary stocks carried by each store. There is an ample stock always on hand, and this stock is carefully arranged to show to the best advantage, and is replenished at any time desired from the central headquarters.

This chain store does not adopt any buying method that is not open to any merchant in the trade. It is the policy of Mr. Mitchell, who attends to the buying end of the business, to deal with the local wholesalers. There is no attempt made to get special favors from the manufacturers. The order goes to the wholesaler in the city, and only occasionally, when it is found impossible to get some goods required from this source is any order sent elsewhere. The only advantage that the firm gets is the advantage that naturally results from large purchase.

The essence of the idea of these stores is the achieving of a maximum turnover with the minimum of stock on hand. In this way all that is made in the business is not eaten up in overhead charges, for there is a minimum of stock resting idly on the shelves. The reserve stock looks after the needs of the store as they arise, and does this without any tremendous outlay on stocks, for the source of supply is near at hand, and it is possible, in the event of any scarcity arising, to adjust stocks between the different stores.

All the Moose Jaw stores are so located that they do not compete with each other. Each has its own district and its own territory to cover, so that there shall be no overlapping. They are situated where they are because the manage-



McBride's, Ltd., Moose Jaw, Sask.—The Pure Food Store. Note the modern display fixtures and equipment for prompt and sanitary service.

ment believes that by their being placed in residential districts the people of the city can best be served. In order to cope with the telephone orders, which are a large factor in the store, each store is provided with a horse and rig for prompt delivery, save in the case of the new "Cash and Carry" store which has just been opened on High street.

A Central Dept.

Distribution to the various stores of the goods required is done from the Fairford street central store, where the stocks are kept in readiness for the demand. But even here the amount of goods kept is not heavy, because it is not necessary owing to the frequent buying from the wholesale houses. Another advantage in this is that a closer touch is kept on the market, so that the lowering in the price of any commodity is immediately reflected in the price charged for the goods. Immediately the goods are bought they are put in the head store and sent out when called for, so that at no one of the branches is there any store worn stock lying by.

Managers Directly Responsible

Each store is under the direction of a manager, who has full powers in conducting the business as he thinks best. He is held responsible for the conduct of the store of which he is in charge. While he does not do his own buying, he is provided for all that he asks for to supply the demands made on him by his customers, and it is for him to see that their requests are complied with.

Absolute cleanliness in the store so as to secure the best hygienic conditions is demanded, and that is one of the reasons why all the stores bear so cleanly an appearance.

Prominent Use of Modern Equipment

There has been a lavish expenditure in these stores, to assist the managers

make or another are in evidence, and are an aid in the orderly arrangement of the store. Refrigerator counters for the proper display of cooked meats and

it means much to both, and a spirit of confidence is soon created, which leads to a good feeling on both sides.

J. A. McBride is the president and F.



McBride's, Ltd., Moose Jaw, Sask. The provision department occupies a prominent place at the rear of the store with the meat slicer and cheese cutter on an adjoining counter. The Fairford store which is used as the central distributing unit of the chain

other produce lines are also in evidence, while the cash register, the meat slicer, the modern scales, the electric coffee mill, and the cheese cutter are prominent fixtures in many of the stores. There is a strong belief on the part of the management that equipment of this kind pays handsomely, in the better service that it enables the clerk to give, and in the better satisfaction that it affords the customer.

B. Mitchell is secretary and managing director. Arthur Mitchell is superintendent of the whole twelve branches over which he has entire supervision. W. Walker is in charge of the window dressing and general store displays in all the six stores of the chain in the city. There is also an accountant to look after the routing bookkeeping of all the establishments. This means that as far as the stores are concerned all the managers are salesmen only and are entirely relieved of the office end of the work.

The different managers are as follows: Pure Food Store, James Anderson; Crescent Store, T. Thompson; King George Store, J. G. Knott; Fairford Store, J. J. Stevens Sr.; The Hub Grocery, H. R. Hall; South Hill Store, J. J. Stevens Jr.

MARITIME R.M.A. ELECTS OFFICERS

The third annual meeting of the Grocers' and Butchers' Section of the Retail Merchants' Association of Canada, Incorporated, was held recently in their Board Rooms, 16 Prince Street, when a large representation was present.

The principal business of the evening was the election of officers for the coming year, and the consideration of the Wednesday afternoon holiday. The following officers were elected: G. A. Cook, President; Walter Share, 1st Vice-President; J. J. Skerry, 2nd Vice-President; John Forsyth, Secretary; J. H. Bentley, Treasurer. Committee: W. P. Moseley, Robt. J. Devaney, J. G. Osborne, Fred Greenough.

It was unanimously decided to hold



McBride's, Ltd., Moose Jaw, Sask.—the Crescent store. Provision department again shown at rear

in maintaining the attractive appearance, and in giving a prompt and satisfactory service to the customer. In most of the stores bin counters of one

Courtesy an Essential

Courtesy to the customer is one of the prime obligations on all the staff of the store. While this costs nothing

the Wednesday afternoon holiday beginning the first Wednesday in May up to the last Wednesday in October, both days inclusive.

Reports showed a marked improvement in the Grocers' and Butchers' Section, and a large increase in membership.

W. J. Hopgood and J. C. Doyle, who were representatives of Nova Scotia and Prince Edward Island at the Dominion Convention held in Ottawa on March 17, 18 and 19, were asked to make a report. Mr. Hopgood stated that he had a very enjoyable trip and he thoroughly enjoyed the meetings at the Dominion Convention, and that the thing that most impressed him was the brainy and energetic class of men that attended this convention. He stated that with such men at the head of the organization, it was impossible for it to be anything else than a success.

Mr. Doyle then outlined a number of the matters that were taken up at the Dominion Convention; matters that require legislation which the Association was endeavoring to get through and also trade matters that were being taken up with the manufacturers and wholesalers. Mr. Doyle stated that the Dominion Convention this year had been pronounced the best and most successful that was ever held.



McBride's, Ltd., Moose Jaw, Sask., the King George store. Note the fine display of fruit and regular array of shelf goods.

Now that the war is over the Association intends to go after these matters more energetically, in order to get a solution of them in the best interest of the trade and consumer.

ticular, very short of their needs, and there is still trouble at these centres so great is the shortage of this necessary food.

"Prices of rice in Canada are lower to-day than they are in other countries," said a large importer to CANADIAN GROCER. "I do not expect that they will be much, if any lower."

Asked as to the probability of advances being made, this informant said that the situation at present was somewhat vague and that it was not possible to make forecasts. In view of the world situation it would seem that changes, other than local adjustments, are not probable—not in the sense of declines at any rate.

B. C. JAM MAKERS CONTRACTING AT HIGH FIGURES

Vancouver, B.C., April 22.—Eastern jam makers are contracting for Gordon Head strawberries at 16c. Last year prices ranged around 8 and 9 cents. As usual some growers are holding back for higher prices, though the cases of the bean growers ought to be a horrible example to them.

WINNING THE PARENT THROUGH THE CHILD

Continued from page 152

store. The original or unique idea serves this purpose. It creates talk. It ties up the store's name with this talk and therein lies a great deal of advantage. Get your name on everybody's tongue, if you are a storekeeper: set it there favorably, and you are likely to be thought of when groceries are wanted. It's a big idea, and one that the Paquet Company values very highly, for it has paid them well. It "has brought home the bacon" more than once.

Weighing Incoming Goods Means Money

Short Weight and Short Pack a Serious Element of Loss, and One That Many Merchants Neglect—Picking Up Dollars by Watching These Leaks

By an Ontario Merchant

IT has occurred to me that there are quite a number of merchants who could pick up a pretty good saving account this year by following the old mercantile proverb of "Counting, weighing and measuring" all that comes into their store during the year.

Do all keep a receiving book? And keep it properly? The first duty on goods coming in should be to get them entered up at once, so that there can be no doubt about a claim for shortage. To show you how things occur I will give you a few samples from personal experience. Bought five barrels granulated sugar from a jobber, received in apparent good order. On weighing one barrel it was found to be nineteen pounds short. I telephoned the seller. He said it was impossible and sent a man to weigh it. When he reported back they sent for the refiner's agent. He came over and pooh-poohed the idea; said something was wrong with the scale. He fell down on that, and said somebody must have remarked it as his company never made a mistake? But I got credit for 19 lbs. of sugar at \$10.38.

Bought five one hundred pound sacks of sal soda, each weighed 85 lbs.—a saving of 75 lbs.; one sack California bud-ded walnuts—10 lbs. short, at 42c lb. By

attending to little things like the above some of your readers may be benefited. A few more things on which to watch for shortage are: repacked oranges, lemons and grapefruit, tins of fancy biscuits with pasteboard packing, mats of figs, cases of canned goods with swelled or damaged tins, leaking barrels, etc. A lot of other things like the above will happen to anyone. I do not believe that mine is an isolated case, but that anyone following closely the old proverb before mentioned will save enough to at least give his wife a nice New Year's present.

A 75-Lb. Saving

I also have found that the jobber respects you for it and sees that your orders receive better attention and you get full value for your money. I know that the CANADIAN GROCER is anxious at all times to help their readers, and if I can be the means of assisting someone to better themselves I trust this long story may be appreciated.

RICE SUPPLIES SHORT

While there is plenty of rice in Canada at the present time, generally speaking the world has been confronted with a shortage, the best-informed importers point out. Japan and India are, in par-

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

R. T. Holman, Ltd., of Summerside, P.E.I., have opened a branch store in Charlottetown.

Alexander Fraser, sr., who for many years conducted a general store in Rexton, N.B., died recently, aged eighty-seven years.

Bruce Ferguson McDermott, traveller for the Corona Co., St. John, died at his home in Fredericton, N.B., this week, aged forty-two years.

The Retail Merchants' Association, of Digby, N.S., has agreed to observe Thursday afternoon as a holiday, from the 1st of May to the last of September.

A. I. Farquharson, of Charlottetown, P.E.I., who recently engaged in the wholesale confectionery business, will carry on in future under the name of the Charlottetown Candy Co.

John L. Anderson, of Moncton, and Christopher Stevenson, of St. John, have formed a partnership to carry on a confectionery and fruit business in St. John, under the name of Diana Sweets.

Percy B. Evans, wholesale grocer, of St. John, who already has branches at Amherst and Springhill, N.S., is establishing a new branch at Springhill, N.S., which will be ready for business about May 1.

D. A. MacBeath, retail grocer of Main Street, Moncton, N.B., has purchased from W. K. Gross, for \$20,000, the latter's property, also on Main Street, and will transfer his business to the new location. The building has been occupied by Gross & Dawson, general merchants.

QUEBEC

Desbiens & Gauthier, grocers, Le Toque, have dissolved partnership.

Jos. A. Godon, general merchant, St. Agathe Des Monts, has sold to Martial Charbonneau.

C. S. Morrow of Morrow and Company, Toronto, was a visitor to Montreal last week.

J. Edgworth, of the Norfolk Milling Co., Simcoe, visited Montreal jobbers last week.

J. A. Tilton, broker, St. John, N.B., was a visitor in Montreal this week, calling on the trade there.

George A. Macdonald, sales manager of the Quaker Oats Company, Peterboro', was in Montreal last week.

Robert McKee, vice-president of the Vancouver Milling Company, Vancouver, B.C., passed through Montreal on his way to New York.

Forrest, Jackson & Forrest is name of a new firm of brokers and commission agents in Montreal. They have opened an office at 222 Craig St.

Mr. Hickman, wholesale fish dealer, and minister of the Newfoundland Gov-

ernment, stopped in Montreal this week on his way to New York.

License Commissioners are being inundated at Montreal with applications for liquor licenses for the coming year. While there are but 350 grocers' licenses to be issued, applications at this writing total 1,100 and over. Obviously, some will be disappointed.

St. Paul street, always a hive of activity throughout the week, was conspicuously quiet-looking early in the week, but order prevailed there.

While the carters' strike at Montreal is serious, some 4,400 men being out by Monday, the wholesale grocers are taking every precaution to meet the situation. The strikers are obdurate, it would seem, and are not willing to leave the man alone who is working in his private capacity, driving an auto truck. Threats have been made by them, and in one case, a large jobber is said to have sent out a big lorry load with three policemen preceding and three following the vehicle. This is where the shoe pinches, and it is a condition that will gain little sympathy for the men who have walked out. Grocery jobbers are making every effort to facilitate their deliveries, and one large house informed CANADIAN GROCER that it was their intention to put a fleet of auto trucks into operation at an early date.

ONTARIO

P. J. Maher, Toronto, has sold to G. S. Madill.

Joseph Martin, grocer, Englehart, is selling out.

Mrs. Costin, Brantford, has sold to W. W. Hart.

W. Wilson Smith, Brantford, has sold to J. W. Brown.

C. H. Simon & Co., Ridgeway, has sold to H. Breen.

A. Dunlak, grocer, Brantford, has sold to Don Wintonak.

Wm. A. Day, grocer, St. Thomas, has sold to Hugh Dallyn.

Robert Benson, St. Catharines, has sold to W. E. Longden.

G. S. Madill, grocer, Toronto, has sold his stock to F. M. Oakes.

C. H. Seeley, Sarnia, has been succeeded by Mrs. C. Snider.

Geo. Connell, general merchant, Lowville, has sold to N. Keolla.

Morton & Grass, grocers, Sarnia, have sold to Stanley Williams.

M. E. Hedden, grocer, Hamilton, has sold to Mrs. Christine Peterson.

H. H. Norwich, 243 Greenwood Ave., has sold to the Loblaw Stores, Ltd.

W. A. Currie has opened a new grocery on West Main street, Glencoe.

Geo. Greenwood is opening a grocery business at 344 Leslie St., Toronto.

W. G. Black, grocer and meats, Niagara Falls, has sold to Chas. Cross.

T. J. Somerville, grocer, Ottawa, has been succeeded by W. J. Kennedy.

John Somerville, grocer and butcher, Hamilton, has sold to W. G. McCammell.

Alfred Henri, grocer, Hammond, has been succeeded by J. W. Charbonneau.

Beetel Bros., general merchants, Waterloo, Ont., have sold to A. Ball & Co.

Telephore Vivette, general merchant, Hammond, has been succeeded by J. A. Vinet.

Jacob Kizell, general merchant, Killaloe Station, has been succeeded by A. Kizell.

Mrs. Selina Hendrich, Elmira, grocery and meats, has sold to Henry Mansz.

W. H. Tricker, grocer, Sarnia, has been succeeded by D. H. Curtis, of Leamington, Ont.

Earl M. Quirt has opened a grocery at the corner of John and McIntyre streets, North Bay.

John G. Reid, Toronto manager Atlantic Sugar Refineries, Limited, returned on Tuesday from Montreal, where he spent the holiday.

C. R. Cherry, sales manager Pure Gold Manufacturing Co., and Todhunter, Mitchell & Co., Toronto, left weeks' holiday trip to southern points.

The business conducted for some years by Goheen and Matchett on the corner of Dalhousie and Rubidge sts., Peterborough, has been taken over by Fitzpatrick and Garrity. The business comprises grocery and butcher shop.

T. F. G. Hart has joined the staff of Harold F. Ritchie & Co., Ltd. He was formerly sales representative with Procter & Gamble. Mr. Hart will represent the Harold F. Ritchie & Co., Ltd., on the Niagara Peninsula, and Hamilton will be his home and headquarters.

Following an attack that was made upon Albert Clark, a grocer, Canterbury St., Ingersoll, two young men of the town were arrested. It is alleged that the young men attacked and beat Clark after he had asked them to move away from his premises, as he feared they would damage some young trees.

Ruthven Hay, formerly with the B. H. Turner Co., Little Current, Ont., has joined the staff of Harold F. Ritchie & Co., Ltd., Toronto. Mr. Hay will be closely associated with J. L. Lane, secretary-treasurer of the company. Mr. Hay will take charge of the sales department and act in capacity of sales manager.

WESTERN

Wm. Spooner, grocer, Edmonton, Alta., has sold out.

The Leader Farmer Store, Leader, Sask., has sold out.

G. J. Algot, general merchant, Angle Lake, Alta., has sold out.

Dederer Bros., general merchants, Leader, Sask., have sold out.

J. F. Cattnach, general merchant, Bear Lake, Alta., has sold out.

W. J. Pollon, general merchant, Bethany, Man., has sold to J. R. Dow.

Samuel Caplan, general merchant, Weldon, Sask., has sold to Isaac Froman.

B. Bruser, general merchant, Lanigan, Sask., has been succeeded by Schopp & Co.



W. S. FREEMAN

Who has become General Sales Manager of the Brantford Computing Scale Co., Brantford, Ont.

J. R. Léppington, general merchant, Pine Creek, Man., has sold to Geo. Currie.

Arnold Branner, Ltd., general merchant, Edgely, Sask., has sold to J. H. Laroche.

T. M. Howatt, grocer and confectioner, Indian Head, Sask., has sold to L. F. Kennedy.

A. S. Shatilla, general merchant, Minden, Sask., has been succeeded by Robert Daly.

H. P. Anderson, of George Hodge & Son, Ltd., Montreal, was a visitor in Winnipeg last week.

Mr. Lloyd, of No-Vary Products Co., Winnipeg, has just returned from an extended trip to California.

Mr. Paterson, of Gibson, Paterson Co., Ltd., Winnipeg, has returned from a business trip through the West.

C. H. Grant Company, Confederation Life Building, Winnipeg, have been appointed agents in Western Canada for George Hodge & Son, Ltd., Montreal.

Mr. Halford, of the Meiji Trading Co., spent a few days in Winnipeg last week visiting the trade, in company with C. H. Grant, their representative in Western Canada.

Thos. R. Daykin, president of Hygiene Products, Ltd., Winnipeg, is soon

expected to return from a business trip to England. Mr. Daykin has been in touch with the various English manufacturers which this firm represents in Western Canada.

ADDITIONS TO SCALE COMPANY'S STAFF

W. S. Freeman and R. Rutledge Now Connected With Brantford Computing Scale Co.

W. S. Freeman has joined the staff the Brantford Computing Scale Co., Ltd., Brantford, Ont., as general sales manager. Mr. Freeman is known to a great many in the grocery and butcher trades in Canada through his previous connection extending over 35 years with the W. A. Freeman Co., Ltd., Hamilton, manufacturers of refrigerators. While still connected with the manufacture of store equipment, he has changed his allegiance from the refrigeration business to that of computing scales and meat slicers. He will now devote his time to the manufacture and selling of these products. He has, of course, been actively interested in meat slicers for a good many years. He has the reputation of having sold and set up the first important meat slicer in Canada some years ago, which was imported from Rotterdam, Holland.

Some time ago it was announced in CANADIAN GROCER that the Brantford Computing Scale Co. had been re-organized with additional capital. It is their present intention to double their factory output. Plans have been made towards this end. Mr. Freeman gives up all his other interests and investments and will now be connected entirely with the Brantford Computing Scale Co.

R. Rutledge has also joined the staff of the same organization. He becomes District Sales Manager. Mr. Rutledge has been associated with the refrigerator business for a good many years and it is in the capacity as a refrigerator salesman principally that the trade will remember him. He was sales manager of the Eureka Refrigerator Co., Ltd., for about 12 years and was actively connected with the founding of the refrigeration department of the W. A. Freeman Co. of Hamilton.

L. P. MASON, DANGEROUSLY ILL

The trade will be sorry to learn that L. P. Mason, of Mason & Hickey, Winnipeg, has been dangerously ill with heart trouble. At one time last week, his life was despaired of.

RETAIL CLERKS ORGANIZE

The wholesale and retail clerks of St. John are making steady progress in the formation of an association. The new organization is open to women as well as men, and already a large number have enrolled.

The retail store clerks of Glace Bay, N.S., have completed organization, and will apply for a charter. Officers are as follows: President, B. H. Hill; vice-pres-

ident, E. Hilton; treasurer, E. Wadden; secretary, A. Rideout; corresponding secretary, Miss A. McAdam. Their first effort will be towards securing a general observance of Wednesday afternoon as a weekly half-holiday.

COWAN COMPANY TO MOVE MONTREAL OFFICE

The Cowan Company, whose Montreal office is at present situated on St. Paul Street West, will move in May to their new warehouse at 236 Lemoine Street. This will give them much greater accommodation, the building being a three-storey structure, and a larger stock will be carried.

G. C. Duncan will continue with the



R. RUTLEDGE

Appointed District Sales Manager of the Brantford Computing Scale Co.

firm and will have charge of the accounting and office departments, while J. G. Gordon will have supervision of sales in the Montreal and adjacent fields.

MONTREAL MAN RETURNS

Corporal E. E. Peterson, Third Division Canadian Artillery, Trench Mortar Brigade, and who has been in service in France for several years, has returned to Montreal and is again taking up his work with Rose and Laflamme, Limited, wholesale grocery brokers.

NEW GOODS

"Mazola" is a new vegetable oil that is being placed on the Canadian market by the Canada Starch Co. "Mazola" is a refined vegetable oil and is used for salad dressings and cooking. The name is derived from "maize," the Indian name for corn, as it is a corn product. The manufacturers claim that Mazola can be used over and over again for cooking purposes. It is sold in 5½ oz. bottles and in pints, quarts, one-half gallon and gallon tins.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

OPENING figures so far named on new crop prunes and apricots are very high. Some interests feel that present scale of quotations on prunes is a speculative one in view of the record crop of this fruit expected and uncertainty surrounding the export business, which may or may not reach enormous proportions.

Apricots are being absorbed in large quantities by the canning factories, which explains high price of the dried fruit, and this element is looked upon as one to maintain quotations at their present level at least.

Buyers do not seem anxious to place orders as they feel that greatly decreased consumption must result from prices which retailers will be obliged to charge.

MONTREAL—Canned goods are on the move and already large lots have changed hands at full prices. In addition to much firmness of undertone on canned fruits, canned vegetables are stronger; export demand is largely responsible. Rice is firm, but unchanged, and beans are higher from wholesaler to jobber. The latter will probably be asking higher prices very soon.

Potatoes, celery, cabbage, etc., are firmer, and prices have advanced on coarse vegetables. The sugar market is firm, and the movement is reported as improved. Dried fruits are likely to be marked higher and molasses is steadily firm, though not moving much. Peanuts are moving higher, and shelled almonds likewise are higher. Coffee is still high.

Rolled oats and cornmeal are holding with a firmness of undertone, and advances are not unexpected. Oats are up in price and cocoanuts are much higher. Hay is scarce and maple syrup holds at high figures. Among the declines

of the week are those for camphor and twine. The spice market is unchanged, but on the easing side. Shorts and bran are now more plentiful, and if the grazing improves, prices might be shaded somewhat.

TORONTO—Improvement in the milling situation is slow in coming. There is a better feeling among the millers, not from actual business placed, but they seem a little more hopeful of the future. In the meantime great difficulty is being experienced in taking care of orders for mill feeds.

Cereals show little of great interest. The grain markets are quite strong, but the heavy stocks of the cereals are tending to keep prices down. Buying is confined to immediate requirements of the trade and the demand is not heavy.

Canned tomatoes and peas are firmer with beans almost unobtainable. Canned fruits are practically off the market. Export business on the vegetables is again being handled after a slight lull.

Trade in general seems very good and retailers report business as quite brisk.

WINNIPEG—Advance quotations on the new crop of dried fruits are very high, especially on prunes and apricots, and some fear is expressed that consumption will further decrease as result. Canned goods are selling only in limited quantities. Tea and coffee prices are very firm and higher prices on coffee are expected when peace is signed, owing to the anticipated receipt of large orders from abroad. Lower freight rates may bring decline in rice about June. Mill feeds are plentiful. Strawberries from Florida have advanced. There is a scarcity of all vegetables at present.

QUEBEC MARKETS

MONTREAL, April 23—A stimulus to selling is expected to come very soon now, and already many lines are moving well. There still is some holding back and orders placed for many goods still are of light proportions. There are fewer actual changes this week from a price standpoint, but many lines are firm, with a strong likelihood of advances being made.

*Camphor; Twine Down;
Powder; Oil Up*

Montreal

VARIOUS LINES—Cotton twines are lower. The price of three ply cotton has been reduced by one jobber from 64c to 61c per pound, and for four ply from 68c to 65c. Camphor, which was held on the basis of \$3.60 is now \$3.25. Naud "S" condition powder is up from \$1.50

to \$1.60 per dozen, and Davis and Lawrence's Emulsion of Cod Liver Oil is selling higher at \$4.75, less 5 per cent. The former price was \$4.25, less 5 per cent. George Washington canned coffee is again available and jobbers' prices quoted are: standard size, dozen, \$3.75; medium, \$7.10; and family, \$11.15.

Sugar Exports

Improve Movement

Montreal

SUGAR.—Considerable satisfaction is expressed by the sugar refiners with regard to the movement of supplies. This has greatly improved as a result of export business developing, and there is every reason to expect that there will be more business as the shipping is available. Local and country demand has improved and market is steadily held.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Export Sales

Firm Canned Goods

Montreal

CANNED GOODS.—Evidences are not lacking that canned fruits and canned vegetables, too, are on the upward trend. Of some vegetables, and tomatoes in particular, there has been a considerable movement for the past

while, and jobbers report considerable passing of stocks for export account. There seems to be a good prospect of large business still developing, and prices may stiffen. Lobster paste is being again offered at \$3.25 to \$3.40.

Canned Fruits, Heavy Syrup—

Apples, 2½ss, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	1 90	
Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 50	
Do., No. 2	2 75	3 00
Do., 2½	3 25	3 75
Pears, 2s	2 50	2 80
Do., 2½s	3 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2½s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 40	
Do. (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2½s	2 60	
Strawberry, 2s	3 97½	4 20

Canned Vegetables—

Asparagus (Amer.) mammoth green, doz.	4 00	
Asparagus, imported (2½ss)	4 85	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 05	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)	2 45	
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	3 00	
Spinach, California 2½s	3 15	
Do. (wine gals.)	10 00	
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 20	1 35
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 75	1 90
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 50
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	1 57½	
Potatoes, Can. sweet, 2½-lb. tins		2 75
Do., 2-lb. tins		1 35
Olives (in bls, 49 wine gals.), gal.		1 35
Specialties		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., ½ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00
Salad oil (bbls, 50 gals.), gal.		2 50
Olives, Queen, gal.		1 45
Canned Fish—		
Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. tins, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. tins	2 05	2 17½

Do., ½ss, flat	1 17½	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. tins	2 60	2 75
Pale, ½-lb., doz.		1 37½
Pale, 1-lb., doz.		2 37½
Pinks, ½-lb., doz.		1 62½
Coches, 1-lb. tins		3 75
Coches, 1-lb. flats		2 25
Coches, ½-lb., flat		1 75
Herrings, kippers, dz. (4 dz. case)		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. tins	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Labrador salmon, 1-lb. flat		2 60
Pilehards, 1-lb. tins	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (½s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. tins	6 90	7 00
Do., ½-lb., doz.		6 00
Do., 1-lb. flats		7 00
Lobster paste, ½ lb. tins	3 25	3 40
Sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)		22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, dz., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (ex 4 doz.)		6 75
Clams (river) (1 lb.), doz.		1 90

Beans Scarcer;

Prices to Firm

Montreal

BEANS.—Prices from the importer to the jobber have already firmed on beans. Canadian hand-picked beans are selling, in some cases, at \$4 per bushel, jobber's price from the wholesaler, and with a continued demand from outside sources, the tendencies are firm. A big quantity has passed to the United States brokers.

Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese		4 50
Yellow Eyes		5 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)		5 25
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.		4 00
Barley, pearl, per bag 98 lbs.	5 00	5 50

FLASHES FROM THE WEEK'S MARKETS

Opening prices so far named on prunes and apricots are very high. One might say now that the "poor prune" is no more.

* * *

Live hogs continue their soaring tendencies. 'Tis not only the hog that possesses a squeal to-day. Ask any consumer.

* * *

Butter seems to have reached the peak. Another week and a downward move is looked for.

* * *

Eggs declined a cent this week. The man who on Easter Sunday eats an egg for each year he has lived must have had a pretty expensive start on this week's board bill. Imagine if he were 60 years old!

* * *

The signing of the peace treaty is expected to result in further advances in the price of coffee.

Dealers and householders are urged to buy sugar supplies fairly well ahead to provide against disappointment during the canning season. Taking care of export business when tonnage is available may tie up domestic deliveries temporarily. No actual shortage is anticipated.

* * *

Another shipment of Barbadoes molasses is reported to have reached the city. The price remains around \$1.10 to \$1.15.

* * *

Jam makers and canning factories are in the market for strawberries, and prices they are paying are much higher than last year. It does not look like lower jam and canned fruit this year.

* * *

All fresh fruits and vegetables now coming in from the South are being quoted at extremely high figures.

* * *

Potatoes were quoted at \$1.85 per bag in Toronto early in the week. A \$2.00 price is expected.

Rices Will Hold Say Importers

Montreal.
RICE, TAPIOCA.—With hungry markets elsewhere, there is little doubt but that rice prices will hold, say the importers; large foreign buyers are anxious to secure supplies. This means that prices are steady here, although markets are on the quiet side. Tapioca is unchanged.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00
Siam, No. 2	8 00
Siam (fancy)	10 50
Rangoon "B"	8 50
Rangoon CC	8 10
Mandarin	10 00
Pakling	9 00
Tapioca, per lb. (seed)	0 11½
Tapioca (pearl)	0 11½
Tapioca (flake)	0 11

Peanuts Advance; Almonds Higher

Montreal.
NUTS.—Peanuts are marked higher, and the tendencies are firmer on shelled almonds. Supplies of the latter are not too large, and there has been a fairly good demand for nuts in general. The prices on peanuts, in the shell, while unchanged, may go higher.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 53	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 21	0 23
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted) —		
Extra large	0 19	0 20
Large	0 16	0 17
Medium	0 12½	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
Peanuts (salted) —		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		0 60
Jumbo		0 29
Walnuts (Grenoble)	0 16	0 18
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Prices To Be Up On Dried Fruit

Montreal.
DRIED FRUIT.—That prunes, apricots, etc., will be higher during the season is indicated by the announcements just made re opening prices in the States on apricots and prunes. On spot business here there is no quotable change, and there is a seasonable amount of business. A few readjustments have been made by one jobber on currants, apples, pears, raisins and prunes.

Apricots—		
Choice	0 24	0 25
Slabs	0 22	0 23
Fancy		0 30
Apples (evaporated)	0 17	0 18½
Peaches (fancy)	0 22	0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22½
Drained Peels (old)—		
Citron		0 46

Lemon	0 40	0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 45
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 36 ls. case	12 75	
Cut, 10-lb. boxes (lb.)		0 48

Raisins—
Bulk, 25-lb. boxes, lb. 0 17½
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.

Crown, \$7.50; 6 crown cluster, \$7.00—		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins		2 35
Do., 5 cr.		
Muscatsels, loose, 3-crown, lb.		
Do., 4 cr.		
Muscatsels, loose, 2-crown		
Do., 6 cr.		
Choice seeded, 12 oz.	0 10½	0 10
Fancy seeded, 16 oz. pkgs.	0 13½	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. package	0 11	0 11½
Do., 15 oz. pkge	0 11	0 15
Do., bleached, 15 oz. (choice)		0 15
Do., (fancy)		0 16

\$5.50; 4-crown cluster, \$6.50-\$6.75:	5	
Valencias, selected	0 11½	0 11½
Valencias, 4-crown layers	0 11½	0 11½
Sultanas (bleached) 50-lb. bxs	0 16	0 20
Currents, old pack., 15 oz.	0 29	0 31
Currents, Greek (bulk)		0 18
12 oz.		0 16½
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.)	2 00	2 50
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.		0 13
50 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (35-10s)		7 00
Do., Dromedary (35-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)		5 40
Do., (28 8-oz. bxs)		3 50
Do., (12 10-oz. bxs)		2 20
Figs (cooking), 50-lb. boxes, lb.		0 16

Prunes—		
California (25-lb. boxes)—		
30-40s	0 19	0 22
40-50s	0 19	0 20
50-60s	0 19	0 22
60-70s	0 18	0 20
80-90s		0 16
90-100s		0 14
50-lb. boxes, 80-90s		0 14½
90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon, 30-40s		0 23
50-60s		0 22
60-70s		0 18½
70-80s		0 17½

Spices Slow; Undertone Easy

Montreal.
SPICES.—Local markets are without any new feature. and there is no quotable difference of price on any item in the list. It is said that a large tonnage of pepper passed out of New York on export account. Supplies of all kinds are well maintained here and trade is seasonable, with orders rather small and frequent.

Allspice	0 20	0 22
Cassia (pure)	0 35	0 40
Cinnamon—		
Rolls		0 35
Pure ground	0 35	0 40
Cloves		0 65
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 30	0 40
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 40	0 45
Pepper, white	0 48	0 50
Pepper (Cayenne)	0 35	0 37
Flaking spice	0 25	0 27
Paprika	0 65	0 70

Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 20
Cardamon seed, per lb., bulk		2 00
Caraway, Dutch, nominal	0 80	0 90
Cinnamon, China, lb.		0 30
Onniamon, per lb.		0 26
Mustard seed, bulk	0 34	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

New Molasses in; Prices Holding

Montreal.
MOLASSES, SYRUPS. — New crop molasses is to hand and at prices which are fully as high as the maximum of many weeks past. Just whether the market will hold, some are not prepared to venture an opinion on, but it is apparent that the producers are unwilling to reduce their basis on Barbadoes.

Syrups are steadily firm, and with the corn market so high it is obvious that there will not be a lowering of prices now.

Corn Syrup—		
Barrels, about 700 lbs.		0 07½
Half bbls.		0 07½
Kegs		0 07½
2-lb. tins, 2 doz. in case, case		4 85
5-lb. tins, 1 doz. in case, case		5 45
10-lb. tins, ½ doz. in case, case		5 15
20-lb. tins, ¼ doz. in case, case		5 10
2-gal. 25-lb. pails, each		2 30
3-gal. 38½-lb. pails, each		3 45
5-gal. 65-lb. pails, each		5 55
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case		5 35
5-lb. tins, 1 doz. in case, case		5 95
10-lb. tins, ½ doz. in case, case		5 65
20-lb. tins, ¼ doz. in case, case		5 60
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case		7 00
Barrels, per 100 lbs.		9 75
Half barrels, per 100 lbs.		10 00
Glucose, 5-lb. cans (case)		4 80

Barbadoes Molasses—	Island of Montreal
Punchons	1 03
Barrels	1 06
Half barrels	1 08

Maple Sap is Still Running

Montreal.
MAPLE PRODUCTS, HONEY.—With ideal weather conditions, just suited to sap-running, some of the maple tree districts report that syrup is still being made. Because of the varying of conditions, it has, up to this time, been quite impossible to size up the make of syrup. One informant stated last week from a reliable source, that the Beauce district of Quebec would have a yield of svrup equal in value to \$6,000,000. Whether this can be substantiated and this large amount realized will depend somewhat upon the price paid by the consumer. Thus far prices have held well, and there is no lowering tendency. The honey market is steady and unchanged.

Maple Syrup—		
13½-lb. tins (each)	\$2 00	\$2 10
10-lb. cans, 6 in case, per case		15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 60
Maple Sugar (nominal), small lots		0 25
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 50 lbs.		0 26
30-lb. pails		0 27
10-lb. pails		0 28
5-lb. pails		0 28
Honey—Buckwheat, tins or bbls.		0 22

Some Nervous on Coffee Prices

Montreal
COFFEE, COCOA.—Some jobbers are afraid to take much risk on coffee, the present basis being so abnormally high as to make operating, even within conservative bounds; dangerous. It simply means that there is little buying beyond immediate needs, and with this condition orders are frequent and of small proportions. The shipping difficulties are still reported serious.

Cocoa is selling fairly well on a steady, unchanged basis.

Coffee, Roasted—		
Bogotas, lb.	0 39	0 42
Jamaica, lb.	0 33	0 36
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37
Cocoa—		
Bulk cocoa, 200-lb. bbls., lb.	0 22	
Do., 100-lb. bbls., lb.	0 23	
Do., 50-lb. cans, lb.	0 24	

Less Tea Held; Good Sales Made

Montreal
TEA.—In view of the fact that imports are steadily decreasing, in point of comparison with previous seasons, stocks of tea are gradually coming to a smaller compass. It would also seem that liquidation of dealer stocks is still being effected, and that supplies that have long been held are now being trotted out and disposed of. All around, jobbers state that there is a better feeling, a larger sale for immediate delivery, and a good forward outlook, with every indication of firmness being continued.

May Be Advance For Cereals

Montreal
CEREALS.—Were the demand better, rolled oats and cornmeal would certainly advance. The undertone just now on both cornmeal and rolled oats is very firm, and one miller reports that prices to the jobber are even higher than some jobbers are selling to the retail trade for. Package goods are steady and the undertone firm, one broker reporting an advance for this line.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange pekoes	0 41	0 43
Small lots	11 20	
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		
Self-raising Flour—		
3-lb. pkgs., doz.	2 85	
5-lb. pkgs., doz.	5 60	
Cornmeal, Gold Dust	4 50	4 75
Barley, pearl	5 25	6 00
Barley, pov., 98 lbs.	4 00	
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
(As to grade)		
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 60

Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut.	5 70	
Peas, Canadian, boiling, bush.	5 50	
Split peas (per 98 lbs.)	6 00	6 50
Roller oats, 90-lb. bags	4 00	4 25
Roller oats (family pack.), case	5 60	
Roller oats (small size), case	2 00	
Roller wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack.)	5 80	
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Shorts and Bran May go Lower

Montreal
SHORTS, BRAN, ETC.—In view of a grass supply, feeds will be discarded to a great extent by the dairyman. This will have an early and appreciable effect, it is expected, upon the price basis, and millers will be glad to "mix" cars of flour in the old way without a premium being asked, it is expected. Prices are unchanged for the week, but declines may come at any time.

Shorts—	
Mixed cars	44 25
Bran—	
Mixed cars	42 25
Crushed oats	54 00
Barley chop	50 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	54 00
F.O.B. Fort William	50 00

Wheat Flours on the Move

Montreal
FLOUR.—The placing of one and one-half million barrels of flour business with the Canadian millers has served to satisfy the needs of the next few weeks, as far as milling is concerned. This amount of business, placed by the Wheat Export Company, will, it is thought, keep mills operating for about a month or three weeks, in any case. A fair domestic demand, added to this, will help matters. No price change has been made.

Wheat Flours—	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30

Hay Scarcer; Oats Up Again

Montreal
HAY AND GRAIN.—Feed oats registered another advance this week of from one to two cents per bushel. There was no change in barley, which holds at \$1.21. Hay is scarce and holds firmly in price, for the country roads are still bad and deliveries, in consequence of this, are light.

Hay, Straw, Grain (wholesale prices in car lots)—	
Good No. 1, per 2,000-lb. ton.	\$30 00
Do., No. 2	28 00
Do., No. 3	22 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 86½
No. 3 C.W.	0 83½
Extra feed	0 83½
No. 1 feed	0 82
No. 2 feed	0 78½
Barley—	
No. 3 Extra	1 21

Note:—These prices are at elevator and bags and bagging are not included.

Cocoanuts, \$11.00; Fruits Active

Montreal
FRUITS.—Much activity is noted in the fruit market as relating to oranges, bananas, and the finer fancy fruits. There has been no change in these lines over the week and the one quotable difference of the week applies to cocoanuts. These advanced to \$10 to \$11 per sack, last week's price being \$7.

Apples—		Per Barrel
Ben Davis	9 00	
Baldwins	9 50	
Baldwins, No. 1	9 00	10 00
Greenings	9 00	10 00
Spies	12 00	14 00
Russets	9 00	10 00
Kings, No. 1	9 00	10 00
Apples (in boxes)	5 50	
Winesaps (box)	5 50	
Rome Beauty	5 75	
Newton Pippins	4 75	
Bananas (fancy large), bunch.	5 50	6 00
Cocoanuts, sack	10 00	11 00
Grapefruit (fancy Porto Rico)	4 25	4 50
Lemons (Messina)	6 00	
Lemons (California)	4 25	
Pears, Cal., eating, small box.	4 00	
Pears, California (110 size)	5 50	
Oranges, Porto Rico	4 50	5 00
Oranges, Florida	5 00	
Oranges, Cal. navels, 126	6 00	
Do., 150	6 25	
Do., 176	6 50	
Do., 200-216	6 50	
Tangerines, half boxes	4 75	
Blood oranges (doz.)	4 50	
Pineapples (24s to 36s)	8 00	
Strawberries (box)	0 20	

Potatoes Higher; Cabbage, Celery Up

Montreal
VEGETABLES.—Prices are very stiff for celery, and the market is advancing frequently. Inferior heads were sold last week at 25c each, retail, and prices advanced from \$2 to \$2.50 per crate over the quotations of the week previous. Potatoes are much higher, and \$2 per bag seems to be the lowest price quoted in this market. Really good varieties are scarce. Cabbage is much higher, too, while lettuce shows an advance of 25c per box.

Beans, new string (American)		
basket	9 00	10 00
Beets, bag	1 00	
Brussels Sprouts (Amer.)	0 40	
Cucumbers, Boston (doz.)	2 50	
Cucumbers, Florida (basket)	9 00	
Chickory, doz.	3 00	
Cauliflower (imported), doz.	5 50	
Cabbage, bbl.	5 00	
Cabbage, new, crate	6 50	7 00
Carrots, bag	2 00	
Celery (Wash.), doz.	2 50	
Celery, crates (3-4 doz.)	10 00	
Egg plant	3 00	4 00
Horseradish, lb.	0 20	
Lettuce (curly), box (3 doz.)	3 50	
Do., (4 doz.)	4 25	
Lettuce, Boston, box	4 25	
Leeks	3 50	
Mint	0 60	
Mushrooms, lb.	1 75	
Basket (about 3 lbs.)	3 50	
Onions, Can., bag (75 lbs.)	3 50	
No. 1 Yellow (75 lbs.)	3 50	
No. 1 Red (75 lbs.), crate	3 50	
Red, 100 lbs., bag	5 00	
Onion (Shallots), doz.	0 25	
Oyster Plant	1 00	
Parsnips, bag	2 50	
Parsley (Canadian)	0 75	
Parsley (American)	2 00	
Potatoes, Montreal (90-lb. bag)	2 00	
Potatoes (New Brunswick), bag.	1 50	2 00
Potatoes (sweet), hamper	5 00	
Romane, doz.	3 00	
Spinach, box	2 00	
Spinach, bbls.	6 00	
Turnips, per bag, Montreal	1 50	
Turnips, Quebec	1 75	
Tomatoes (hothouse), lb.	0 40	
Tomatoes, crates (fancy)	7 00	8 00
Tomatoes (choice), crate	6 00	

ONTARIO MARKETS

TORONTO, April 23—Opening prune prices which have been named do not lend encouragement to buyers to place business. Apricots are also high and crop conditions in both lines are reported excellent. Dealers are urged to buy sugar well ahead of requirements to avoid possible local shortage during period when export business may have to be handled. Surplus stocks of canned goods are being pretty well cleaned up.

Urge Buying

Sugar Early

Toronto.

SUGAR.—The following extract, which was taken from a recent issue of the Journal of Commerce, relating to the sugar situation in the U.S., might be said to apply also to Canada, and for that reason is repeated here: "Dealers in refined sugar are being urged by the food administration to replenish their stocks to ensure against possibility of local shortage in canning time from June 1 to September 1. Although there is no sugar shortage and none threatens, the food administration warns that foreign buyers are contracting for sugar in such large quantities that dealers may find themselves unable to get deliveries on short notice during the coming season."

Information which the CANADIAN GROCER has been able to secure from the local offices of the Canadian refiners would indicate that that in a nutshell is the situation in Canada. It is understood that there has been some further export business placed with the Canadian refiners and they are in the position that when tonnage is available they have to take advantage of it. On that account there may be some temporary inconvenience unless dealers and householders look a little bit ahead in regard to their sugar supply. There is no indication of any price change at the present time.

Atlantic, extra granulated\$10 16
St. Lawrence, extra granulated 10 16
Acadia Sugar Refinery, extra granulated. 10 16
Can. Sugar Refinery, extra granulated... 10 16
Dom. Sugar Refinery, extra granulated .. 10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

New Corn Syrup

Prices Set; Molasses

Toronto.

MOLASSES, SYRUPS.—New prices have been finally worked out on corn syrup, in line with the notice which appeared in these columns last week. However, there are some slight alterations from figures which did appear at that time, and the correct figures appear below. There has been nothing new develop in the situation in regard to molasses. There are some arrivals of fancy Barbadoes, but there is no indication that the prices as yet show any decline. Jobbers indicate that prices to the trade

on the present shipment will range from \$1.10 to \$1.15. It is also understood that there has been some fine New Orleans molasses come to this market. Altogether the molasses situation seems to have steadied down after the change which occurred in some grades.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 07 1/4
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 85
Cases, 5-lb. tins, white, 1 doz. in case	5 95
Cases, 10-lb. tins, white, 1/2 doz. in case	5 65
Cases, 2-lb. tins, yellow, 2 doz. in case	4 85
Cases, 5-lb. tins, yellow, 1 doz. in case	5 45
Cases, 10-lb. tins, yellow, 1/2 dz. in case	5 15

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.	

Cases, 2-lb. tins, 1 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels 1 10	1 15
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case of 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of 1/2 doz.	3 60
West Indies, 1 1/2s, 48s	6 95

Supplies Canned

Goods Smaller

Toronto.

CANNED GOODS.—Practically all shading of prices on canned goods is now eliminated. The market as a whole seems to be getting fairly well cleaned up, and whereas there is no scramble for goods there does not seem to be any surplus available. The export business in which there was a lull for some time, has started up again, and if same continues it may develop that the market will be very bare of supplies before the next pack is available. Tomatoes and peas show much firmness and beans are practically unobtainable. Canned fruits are well cleaned up.

Some Opening Prices on Prunes and Apricots; Figures High; Large Prune Crop

INDEPENDENT interests have already named prices to apply on new crop prunes and apricots, and the figures reveal no lowering tendencies from last year's high levels. In fact, the move is the other way, opening quotations being the highest on record and taking prunes out of the low-priced class altogether.

The Association at the coast has not yet named prices and indications are that they will withhold naming figures until a fairly accurate estimate of the crop can be determined and some idea as to what export business may develop is ascertained. Orders are being booked up until May 1 to take the opening price, whatever it may be.

It is claimed by the Association that the present scale of prices issued are really speculative; that there is not sufficient export business to warrant to-day's figures and with the largest crop on record a prospect, they seem to feel that it may be possible to name prices below present quotations. Indications are that a crop of between 250 and 300 million pounds of prunes will be harvested; the largest crop so far on record was one of 220 million pounds.

The prices on apricots are high, and, it seems, may remain so owing to the enormous increase in the number of canning factories now packing this fruit. The canning factories buy apricots green from the growers, and whereas they used to take one-third of the crop, leaving two-thirds to be dried, the reverse is the relation of the figures to-day and the dried fruit consequently is none too plentiful. A fairly normal crop of apricots is looked for and continued high prices expected.

Buyers are not rushing to specify for their requirements as they feel that the present scale of prices will curtail sales more than ever. The figures which have been named will provide for prices to the retail trade ranging at about the following levels:—

PRUNES—Approximate selling prices to the retail trade in boxes of 50 lbs. on basis of figures just issued:—

Size	Per lb.	Size	Per lb.	Size	Per lb.
30-40	\$0 23 1/2	60-70	\$0 17 1/4	90-100	\$0 15 1/4
40-50	0 22	70-80	0 16 1/2	100-120	0 14 1/4
50-60	0 19	80-90	0 16	120 and up	0 13

APRICOTS—Approximate selling price to the retail trade in boxes of 50 lbs. on basis of figures just issued:—

Grade	Per lb.	Grade	Per lb.
Slabs	\$0 28	Extra Choice	\$0 35
Standards	0 29 1/2	Fancy	0 38
Choice	0 34		

Salmon—		
Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Whale Steak, 1s flat, doz.	1 75	1 90
Filchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2s	1 92 1/2	
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.		2 35
Pumpkins, 2 1/2s	0 90	1 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each	0 96	1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Prune Prices do

Not Tempt Buyers

Toronto.

DRIED FRUITS.—Elsewhere an indication as to what the opening prices on prunes and apricots are given. These are certainly very high and, according to brokers who look after the sale of these, there is no scramble amongst buyers to make up specifications at present figures. Old crop goods are becoming scarce, and most certainly opening prices offer no encouragement to buyers to replenish stock with the usual quantity of goods.

Apples, evaporated, Ontario	0 16 1/2	0 17
Apricots, unpitted		0 16 1/2
Do., fancy, 25s		0 20
Do., choice, 25s	0 23	0 27
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange		0 45 1/2
Citron	0 47	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case		7 00
Dromedary dates, 3 doz. in case		8 00
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 13	0 14
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 28s, case	3 25	
Cal., 10 oz., 12s, case	2 25	
Prunes—		
30-40s, per lb.	0 18	
40-50s, per lb.	0 19	
50-60s, per lb.	0 16 1/2	0 18
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14 1/2	0 16
80-90s, per lb.	0 13 1/2	0 14 1/2
90-100s, per lb.	0 11 1/2	0 12 1/2

100-120s, per lb.	0 09 1/2	0 10 1/2
Peaches—		
Standard, 25-lb. box, peeled	0 24	
Choice, 25-lb. box, peeled	0 25	
Fancy, 25-lb. boxes	0 22	
Practically peeled, 25-lb. boxes	0 22 1/2	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	0 17	
Seedless, 15-oz. packets	0 15 1/2	0 16
Seeded, fancy, 1-lb. packets	0 15 1/2	0 16
Seeded, 15 oz. packets	0 15	
Seedless, Thompson's, bulk	0 16	
Seedless, 16-oz. packets	0 15 1/2	0 16
Do., Bakers, Thompson's, 50s	0 16	
1 Crown Muscatels, 25s	0 14	

Tea Holding

Firm; Unchanged

Toronto.

TEAS.—The market remains firm and indications are that there is a fair demand for the better grades of teas. These are by no means too plentiful and the result is that the market is ruling with a fairly firm undertone.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 56
Orange Pekoes	0 58	0 50
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48
Japans and Chinas—		
Early pickings, Japans	0 50	
Second pickings	0 40	0 45
Hyson Thirds, lb.	0 40	0 45
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Firmness Marks

Coffee Situation

Toronto.

COFFEE.—The market is without quotable change this week. Reports from primary points, whereas showing some fluctuation, show that the market tends towards firmness. Supplies which are coming to hand are based at high levels, and the trade has shown a disposition to buy only their requirements.

Java, Private Estate	\$	40 48
Java, Old Government, lb.	0 45	0 48
Bogotas, lb.	0 42	0 45
Guatemala, lb.	0 42	0 44
Mexican	0 42	0 44
Maracaibo, lb.	0 39	0 41
Jamaica, lb.	0 36	0 38
Blue Mountain Jamaica		0 42
Mocha, lb.	0 44	0 46
Mocha, Arabian, lb.	0 46	0 48
Rio, lb.	0 30	0 32
Santos, lb.	0 37	0 38
Santos, Bourbon, lb.		0 38
Ceylon, Plantation, lb.	0 44	0 45
Chicory, lb.		0 30

Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Spices Await

Signing of Peace

Toronto.

SPICES.—The market shows little of a startling nature. Interests are awaiting the signing of peace terms to see what may develop in the way of business from European countries. Locally trade is fair with prices unchanged.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 42	0 44
Peppers, white	0 49	0 53

Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric		0 30
Cream of Tartar—		
French, pure	0 80	0 85
American high test		
2-oz. packages, doz.		2 00
4-oz. packages, doz.		3 50
8 oz. tins, doz.		6 75

Brazil Nuts

Register Advance

Toronto.

NUTS.—New York markets show an advance in Brazil nuts this week of 1/2c per pound. This has not affected the situation locally in any quotable change, but the undertone to the market has firmed up as a consequence. Walnuts and almonds are none too plentiful and remain high in price.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grembles, lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 19	0 20
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		9 50
Peanuts, Jumbo, roasted	0 18	0 20
Brazil nuts, lb.		
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 39	0 45
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.		0 35

Japan Rices

Tend to Firmness

Toronto.

RICES.—Japan rices reveal a very firm undertone, and from all accounts supplies are none too plentiful. Prices have shown no change locally during the week and jobbers report a fair amount of business being done.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.		8 75
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Pakling		10 00
Tapioca, per lb.	0 11 1/2	0 12
White Sago	0 11 1/2	0 12

Beans Show

Firmer Undertone

Toronto.

BEANS.—There has been little new development in the bean market this week. Prices are well maintained and there is a somewhat firmer undertone to the situation. The demand is keeping up very well, and is being met from ample supplies.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$	4 00
Do., hand-picked		4 25
Japanese Kotosashi, per bush.		4 50
Rangoons, per bushel		3 00
Limas, per lb.	0 11 1/2	0 12

Little New Interest

in Package Goods

Toronto.

PACKAGE GOODS.—The market reveals little of interest to the trade. Package cereals are holding firm and are

in very fair demand. Other lines reveal what might be termed normal or fairly normal activity, and a general steadiness in the market is apparent.

PACKAGE GOODS		
Rolled Oats, 20s round, case	5 60	\$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s case	4 00	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
Wheat Flakes, 24s		5 20
Cornstarch, No. 1, lb. cartons	0 11	
Do., No. 2, lb. cartons	0 09 1/2	
Laundry Starch, in 1-lb. cartons	0 11 1/4	
Do., Do., in 6-lb. tin canisters	0 12 3/4	
Do., Do., in 6-lb. wood boxes	0 12 3/4	
Potato Flour, in 1-lb. pkgs.	0 20	

Honey Dull; Maple Syrup Uncertain

Toronto.
HONEY, MAPLE SYRUP.—There is still very little doing in the honey market. New maple syrup is still in short supply and it is just a little hard to get any indication as to what the market may be. There seems to be a disposition on the part of producers to hold back until a fairly accurate estimate of the available supplies can be arrived at. There is no indication that prices will be low.

Honey—		
Clover—		
10-lb. tins	0 25	
60-lb. tins		0 24
Buckwheat, 60-lb. tins, lb.		0 20
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz.		3 90
Maple Syrup—		
8 1/2-lb. tins, 10 to case, case	15 75	
Wine qt. tins, 24 to case, case	14 00	
Wine 1/2 gal. tins, 12 to case, case	14 00	
Wine 1 gal. tins, 6 to case, case	13 00	
Imperial 5 gal. cans, 1 to case	12 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 27	

Pineapples Coming; Strawberries Firmer

Toronto.
FRUITS.—Arrivals of Porto Rican pineapples have been fairly plentiful during the week. Reports from primary points indicate that prices are easier and that stocks now being shipped will show a better color and quality generally. The hope is expressed that still lower prices may be looked for when larger shipments are possible. Cuban shipments are expected to start in fairly heavily towards the end of the month. Louisiana is supplying the market with strawberries. Prices have advanced at primary points, and owing to the fact that the crop looks as though it will be a short one, continued high prices may be expected. It is indicated that the jam and canning factories are picking up all supplies possible. There is some indication that some states are experiencing difficulty in getting refrigerator cars. If it develops that refrigerator cars are not procurable, it will mean that the supplies which will come through to this market will be greatly curtailed. Bananas are in better supply, but with the shortage of other fruit which is apparent, there is no tendency towards easier prices. Grape fruit are in diminishing supply, Porto Rico and Florida being practically done, but Cuban are ex-

pected to be a little more regular in arrivals up until June. Shipments from the latter point will not be heavy it is indicated. There are some California grapefruit still to come, but the market shows little change. Valencia oranges are coming through readily and if anything there is a slightly easier tendency. Navels are perhaps still getting the call and will until the warmer weather arrives.

Apples—			
Do., Winesaps, box	\$5 50	\$5 75	
Do., in barrels	No. 1	No. 2	No. 3
Spys	12 00	11 00	
Bananas, per lb.	0 07	0 07 1/2	
Grapefruit—			
Florida, 36s		5 00	
Do., 46s		5 25	
Do., 54s	5 75	6 00	
Do., 64s		6 50	
Cuban, 46s		4 75	
Do., 54s		5 00	
Do., 64s	5 50	6 00	
California Seedless, 64s		5 00	
Do., Do., 80s, 100s		5 50	
Oranges—			
California navels, 100s		5 00	
Do., 126s		5 75	
Do., 150s		6 25	
Do., 176s	6 75	7 00	
Do., 200s, 216s, 250s		7 25	
Valencias—			
150s, 176s, 200s, 216s, 250s		6 75	
288s		6 25	
324s		6 00	
Lemons, Cal., 300s, case	4 50	4 75	
Pineapples—			
Porto Rico, 24s, 30s, case	8 00	8 50	
Do., 36s, case		8 50	
Strawberries, pints	0 22	0 23	
Do., quarts	0 43	0 45	

Cabbage High; Potatoes Advancing

Toronto.
VEGETABLES.—Cabbage has arrived from Florida this week, the cost to the dealer being around \$9 per crate. There is a car of California due and it is indicated at about the same figure. From all accounts cabbage is in short supply and high prices may be expected to rule throughout the season. Cauliflower is about done. The first carload of cucumbers arrived from Florida about the first of the week. These are reported to be very fair quality, although prices as yet are still somewhat high. Tomatoes from the south which have come through have not been any too satisfactory. It is indicated that these have been hurt by rain and the quality is only fair. There seems to be a little more buying of potatoes by United States interests and prices are tending upwards. An advance over last week's figures is already shown and indications are that even higher levels may be reached.

Asparagus, Cal., 12 large bunches to case	\$8 50	\$9 00
Beets, bag		0 75
Cabbage, Cal., large crate	5 00	
Do., California	4 00	
Do., Florida, large crate	7 00	
Cauliflower, Cal., standard case	6 75	
Do., Oregon, large flat crate, 10 to 18 heads		5 50
Celery, Florida, 3s to 6s	8 00	9 00
Do., Do., 8s	7 00	8 50
Carrots, bag		1 25
Do., Imported, hamper (3 doz. bunches)		4 00
Cucumbers, 2 doz. (imported)		6 00
Do., Do., domestic		5 00
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case		5 50
Do., Do., Florida, 30 head to hamper		4 50
Do., leaf, doz.	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	2 75	2 85
Do., Do., 100-lb. bag		4 25

Do., green Shallots, doz.	1 00
Do., Texas, crate	0 50
Parsnips, bag	0 75
Parsley, large bunches, doz.	1 25
Peppers, green, doz.	1 00
Potatoes, Sweet, Louisiana, hamper	3 00
Potatoes, Ontario, bag	1 85
Spinach, hamper	2 50
Tomatoes, Florida, Fancy, case	8 00
Do., Do., choice, case	7 50

Flour Orders Slow in Coming

Toronto.
FLOUR.—There seems to be a somewhat better feeling in milling circles, but the actual placing of flour orders does not seem to be proceeding very rapidly, with the result that the mills cannot determine the future very easily.

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25

Still Hard to Get Mill Feeds

Toronto.
MILL FEEDS.—There seemed some hope of improvement in the mill feed situation last week, but this week has not materialized to any appreciable extent. The mills are endeavoring to take orders for which they have obligated themselves, but it is not the easiest thing to do. Prices are unchanged.

	In carlots, track
Bran, per ton	\$42 25 \$45 00
Shorts, per ton	44 25 47 00

Little Business Doing in Cereals

Toronto.
CEREALS.—Business is still along rather narrow lines. The grain markets continue quite strong, but owing to limited sales of cereals there is little disposition to change quotations much. The range of prices this week follows:

	Single F.o.b.	Bag Lots Toronto.
Barley, pearl, 98s	6 00	\$6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s		4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 25	5 40
Do., fancy yellow, 98s	4 75	5 00
Corn Flour, white, 98s	4 60	4 85
Do., Government standard, 98s		4 25
Hominy grits, 98s		5 25
Hominy, pearl, 98s		5 00
Oatmeal, 98s		4 55
Oat Flour		4 30
Rolled Oats, 90s	4 25	4 50
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.		8 00
Linseed Meal, 98s		6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s		5 50
Blue peas, lb.		0 10

Above prices give range of quotations to the retail trade.

HUGE GROWTH IN MINERAL WATER SALE

London, Eng.—R. White and Sons, mineral water manufacturers of London, report net profits amounting to £63,936 for the year to November 30 last. This contrasts with £39,409 for the previous twelve months. The reserve is to be increased by £30,000, as against £50,000. The carry forward will be £17,707.

WINNIPEG MARKET

WINNIPEG, April 23.—Interest centres largely this week in opening prices on dried fruits, which are considered very high. Tea and coffee remain firm, with coffee tending higher with the approach of peace. Mill feeds are reported more plentiful.

Present Vinegar

Prices Will Hold

Winnipeg.

VINEGAR.—Though alcohol has dropped in price, the extra freight charges cover the decline, and present prices will likely hold. Quotations generally are being made on the same basis as last year.

Some Jobbers Carry

Jam Stocks Over

Winnipeg.

JAMS.—Though all lines of jams are well cleaned up on the primary market, and there is a reported scarcity of supplies, it is reported on good authority that many jobbers are carrying large stocks of jams over and selling lower than new supplies can be brought in at to-day. The consumption of jam is not as large as in the past. With high prices being asked by growers, manufacturers look for no reduction next year.

New Crop Dried

Fruits Very High

Winnipeg.

DRIED FRUITS.—Present indications are for very high prices on the new crop, especially prunes. A crop of 300,000,000 lbs. of prunes is expected and advance quotations are higher than last year. No orders are being taken on raisins. Apricots are also being quoted at very high prices and dealers report that if the prices already given out on apricots, prunes and some other lines are held, consumption will greatly decrease. It is rumored that even United States buyers will not pay the high prices now being quoted. Some packers are refusing to book orders for new prunes until price and crop conditions have become more staple.

Prunes—

40-50s, 25-lb. boxes, per lb.	0 21
50-60s, 25-lb. boxes, per lb.	0 18½
60-70s, 25-lb. boxes, per lb.	0 17½
70-80s, 10-lb. boxes, per lb.	0 17½
80-90s, 25-lb. boxes, per lb.	0 15½
70-80s, 25-lb. boxes, per lb.	0 16½

Pears, choice, 10-lb. boxes, faced,

lb.	0 20
Evaporated Apples, Ontario, 50s.	0 16½
Peaches, choice, 25-lb. boxes	0 20½
Apricots, choice, 25-lb. boxes	0 20½
Do., standard, 25-lb. boxes	0 24

Raisins—

Muscadels—	
1 Crown, 25-lb. boxes	0 12¾
Seeded—Bulk, 25-lb. boxes	0 12¼

Limited Selling of

Canned Goods

Winnipeg.

CANNED GOODS.—Prices on all canned goods are reported to be stiffening in the East. Sales are being made only in limited quantities on this market. Advances from the coast are to the effect that packers of fish have very little fish to offer except in cheaper grades. There

has been considerable cutting of prices on canned pork and beans, owing to the release of large stocks which were being held for war purposes.

Corn—		
2s	.....	\$4 45
Peas—		
Standard, 24 x 2's	.....	3 25
Tomatoes—		
2½s, Can.	.....	3 80 3 95
Peaches—		
Heavy Syrup, 24 x 2s	.....	5 80
Pears—		
Light syrup, 24 x 2s	.....	3 90
Plums—		
Lombard, light syrup, 24 x 2s	.....	3 70
Lombard, heavy syrup, 24 x 2's	.....	3 80
Strawberries—		
2s	.....	8 15
Salmon—		
Chums, 48 x 1-lb. talls	.....	8 40
Pinks, 48 x 1-lb. talls	.....	9 75
Cohoes, 48 x 1-lb. talls	.....	13 75
Sockeye, 48 x 1-lb. talls	.....	16 25
Pinks, 48 x 1-lb.	.....	9 85
Sardines—		
100 x ¼s	.....	7 05

Tea is Firm;

No Price Changes

Winnipeg.

TEA.—The tea market is stiff and no price changes are in sight. Stocks should be well maintained.

Black, Bulk—

Broken Pekoe, chests, lb.	.....	0 43
Do., Orange Pekoe, chests, lb.	.....	0 46
Less than chests, one cent per pound more.		
Choice broken Pekoe, black, 30		
x 3-lb. wooden boxes, lb.	.....	0 50

Peace May Bring

Higher Coffee

Winnipeg.

COFFEE.—This market is firm. It has been reported that with the signing of peace large orders for coffee will be placed from abroad. Should this be the case further advances can then be expected.

Green Coffee—

Rio, No. 7	.....	0 22 0 23
Santos, fine old crop	.....	0 29 0 31
Bourbon	.....	0 29
Mexican	.....	0 34
Bogota A	.....	0 34
Costa Rica	.....	0 38

Rice May Decline;

Lower Freightage

Winnipeg.

RICE.—No lower prices on rice are expected until the freight rates are decreased in about two months' time. Japan has prohibited the export of rice, though this does not greatly affect the Canadian market as Siam rice is the variety chiefly in use in this country. Present quotations are as follows:

Consumption of

Beans Reduced

Winnipeg.

BEANS.—Jobbers are purchasing beans only in limited quantities. Consumption has decreased greatly owing in part to the lack of railway and other construction and the fact that there are few lumber camps this year. It is expected that it will take some time to

bring about a resumption of buying beans on a large scale as in past years, owing to the fact that in recent months large quantities of brown beans of an inferior variety were the only kind offered for sale. Prices were unchanged at \$4.35 per bushel for fancy white beans.

Strawberries Up;

Rhubarb Declines

Winnipeg.

FRUITS.—Owing to damage caused by rains in Florida, prices of fresh strawberries have advanced \$1 per case, bringing present quotations to \$6.50 to \$7 per case. Washington rhubarb, which commenced to arrive on this market last week, has slightly declined to \$4.25 per box of forty pounds. Apples are getting scarce, with prices steady at \$4 to \$4.50 per box.

Oranges	.....	6 50 8 25
Lemons, Cal.	.....	5 00 7 00
Bananas, lb.	.....	0 09
Grapefruit, case	.....	6 50 8 00
Strawberries, Florida, case	.....	6 50 7 00
Rhubarb (Man. hothouse)	.....	0 18
Rhubarb (Washington) fresh,		
40-lb. box	.....	4 25
Apples—		
Boxes	.....	4 00 4 50

Shortage of All

Vegetable Lines

Winnipeg.

VEGETABLES.—There has been a shortage of all lines of vegetables on the market this week. Tomatoes continue to arrive largely in unripened condition. Prices are unchanged, as follows:

Cucumbers, doz.	.....	3 75 4 00
Cabbage, Cal., new	.....	0 04½ 0 06
Cabbage, lb., local	.....	0 03
Beets, with heads on, hampers.	.....	4 00
Carrots, with heads, hampers.	.....	4 00
Head Lettuce, doz.	.....	1 50
Turnips, cwt.	.....	2 00
Onions, silvers and yellows, lb.	.....	0 04 0 05
Radishes, doz.	.....	0 30
Parsley, imported, doz.	.....	0 90
Celery, Cal., case	.....	13 00 15 00
Cauliflower, doz.	.....	3 00
Potatoes, 10-20 bush. lots, bush.	.....	0 90
Tomatoes, Florida (graded)	.....	10 00 14 00
Tomatoes, Florida (ungraded)	.....	7 00 7 50
Onions, green, 10 doz. box	.....	4 50
Asparagus, 10 doz. box	.....	6 50

No Shortage

in Mill Feeds

Winnipeg.

FLOUR, FEEDS, CEREALS.—Western mills will be operating until the end of the month at least, on Government orders now in hand. Under these circumstances the anticipated shortage of feeds will not be felt just yet. Prices remain firm and there is little expectation of any change.

Government Standard Flour

Cash carload prices	.....	\$10 40
To flour and feed men	.....	10 40
To bakers	.....	10 20
To storekeepers paying cash or		
30 days, ton lots	.....	10 60
Do., less than ton lots	.....	10 70

Credit Prices—

Manitoba points	.....	10 50
Saskatchewan points	.....	10 40

Cereals—

Rolled oats, 80s	.....	3 50
Rolled oats, pkgs., family size	.....	5 65
Cornmeal, 98s	.....	4 60
Oatmeal, 98s	.....	4 75

Feeds—

Bran, per ton	.....	39 00
Shorts, per ton	.....	43 00
Bran, B.C. and Vancouver Isld.	.....	45 00
Shorts, B.C. and Vancouver Isld.	.....	49 00

Barley—

Pearl, Ontario, 98-lb. bags,		
per bag	.....	6 30
Pot, 98-lb. bag, per bag	.....	4 36

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., April 22.—Tapioca is now quoted at 10c. Evaporated apples, 19c. New Mediterranean sweet oranges offering at \$7. Dressed hogs are quoted at 29½c medium; breakfast bacon, 50c; hams, 41c. Lard 34c; compound, 26c. Brokers are buying hogs for themselves on speculation, paying 22c on hoof, which is actually higher than price would indicate. The first crates of hothouse tomatoes arrived this morning from Victoria, and brought \$12 per crate.

Sugar, granulated	\$10 05
Do., yellow	9 40
Do., icing	10 45
Roller oats, 80s, each	4 40
Flour, Govt. standard, 24s	11 40
49s	11 00
98s	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s	11 50
Barley, pot, 98s	0 06
Do., pearl	0 06½
Beans, lima, Manchurian, 100s	0 12½
Do., lima, California	0 12½
Do., white, 100s	0 07½
Do., Kotenashi, 100s	0 07
Rice, Siam, No. 1, per ton	160 00
Do., No. 2, per ton	170 00
Do., China, No. 1, per 40 mats	140 00
Do., No. 2, per 40 mats	210 00
Do., California	0 10
Tapioca, 140s	0 10
Sago, 140s	0 10
Canned tomatoes, 2½s, doz.	2 00
Do., peas, stand., 2s, doz.	1 75
Do., early June, 2s, doz.	1 90
Do., corn, 2s, doz.	2 35
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2½s, doz.	3 50
Do., plums, 2s, doz.	2 10
Do., pit apple, 2s, doz.	3 25
Do., p. upkin, 2½s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 60
Do., cohoes	14 00
Do., chinoks	9 50
Do., chums	9 50
Do., pilchards	7 50

Dried Fruits—	
Choice peaches, 25s	0 29½
Do., apricots	0 27½
Do., apples	0 19
Prunes, 60-70	0 17½
Fruits—	
Oranges, run, per case	7 25
Do., med. sweet	7 00
Grapefruit, Florida	10 50
Grapefruit, California	4 50
Lemons, per case	5 00
Bananas, lb.	0 09
Apples, Yellow Newtons, per box	4 25
Do., Winesaps, per box	4 25

PRODUCE

Dressed hogs	0 29½
Breakfast bacon, medium	0 50
Hams, medium	0 41
Pure lard, tierce basis	0 34
Do., compound	0 26
Butter, New Zealand prints	0 64
Do., Alberta Cr., prints	0 64
Margarine, prints	0 34½
Eggs, fresh	0 32
Do., storage	0 32
Cheese, large	0 32
Do., twins	0 32
Potatoes, Lalioet, per ton	36 00
Fish—	
Frozen Halibut, per lb.	0 15 0 17

Salmon, Qualla, per lb.	0 10
Salmon, Cohoe, per lb.	0 16

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 22.—Rolled oats are down 15c. No. 2 China rice is offering at \$3.95 per mat. Barrington Hall coffee advanced to 57½c. Fresh shipment of prunes have arrived, 40-50, 24c; 60-70, 21c; 90-100, 14½. Cheese is selling at 31½ and 32 cents. No. 1 creamery butter 59 to 61½c. Gallon apples \$3 to \$3.10. Evaporated apples, 25's, 19½c; 50's, 19c. No quotations on sockeye salmon tells. Smoked hams are up ½c; side bacon 2c. Strawberry jam advanced to \$15 per case of twelve 4's.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	4 80	
Do., No. 2	3 95	
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large	0 31½	0 32
Butter, creamery, lb.	0 59	0 60
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	19 50	
Eggs, new-laid, local	12 50	
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	
Apples, evaporated, 50s, lb.	0 19	
Do., 25s, lb.	0 19½	
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 23	
Prunes, 90-100s	0 14½	
Do., 60-70s	0 21	
Do., 40-50s	0 24	
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case	18 00	18 50
Do., halves	30 00	32 00
Potatoes, per ton	6 00	7 75
Oranges, navel	6 00	6 50
Lemons, case	7 50	8 50
Grapefruit		

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 22.—B. C. spinach, lettuce and onions are on the local market this week. B. C. cucumbers have also arrived and are quoted at \$4. Lemons are \$8, and desirable sizes oranges \$8.50. A shortage of jams is anticipated on this market. There are indications that higher prices will soon be quoted on cornmeal, beans, rice and lard, and probably soaps. No change in produce market, prices remain high.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, boils	3 65
Rice, Siam, cwt.	7 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, creamery	0 60
Lard, pure, 3s, per case	19 35
Bacon, lb.	0 47
Eggs, new-laid	0 38
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	2 90
Apples, Washington, box	7 50
Grapefruit	6 50
California oranges	5 75
Pineapples	8 00
Lemons	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 22.—Eggs are again advancing, fresh selling at 50c; case 47c to 48c. Pure lard is higher and is quoted at 34c. Clear pork advanced \$58 to \$67. Onions are much higher, and are quoted \$4 to \$4.25. Lemons \$6 to \$6.30. Oranges \$7 to \$8. Grapefruit \$6.50 to \$8. Apples \$5.50 to \$6.50.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 60
Rice, Siam, per 100	8 75
Molasses	0 88
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 50
Eggs, case	0 47
Breakfast bacon	0 38
Butter, creamery, per lb.	0 65
Butter, dairy, per lb.	0 60
Butter, tub	0 55
Margarine	0 33
Lard, pure, lb.	0 34
Lard, compound	0 28½
American clear pork	58 00
Tomatoes, 3s, standard, case	4 00
Raspberries, 2s, Ont., case	8 30
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 30
Peas standard case	2 90
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	11 00
Pinks	14 50
Cohoos	8 50
Chums	0 19½
Evaporated apples, per lb.	0 22
Peaches, per lb.	0 23
Apricots, per lb.	3 00
Potatoes—	
Natives, per bbl.	4 00
Onions, Can., bag	6 00
Lemons, Cal.	7 00
Oranges, Cal., case	6 00
Grapefruit, case	0 10
Bananas, per lb.	5 50
Apples, box	6 50

PRODUCE AND PROVISIONS

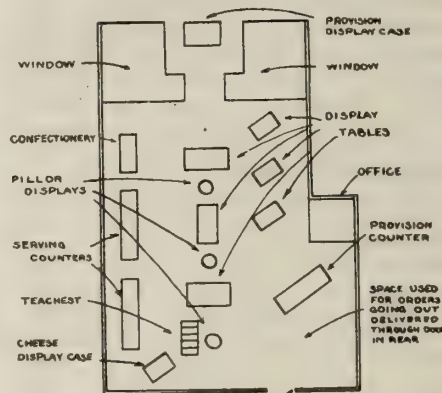
A Provision Display on the Street

A Niagara Falls Store Uses an Outside Window to Feature Provisions and Fish, and by so Doing Has Gained a Good Trade—Putting Goods Within Reach of the Customers a Definite Policy

"If you want to sell goods, you have to display them so that the prospective customer may be brought under their influence," is the opinion of Mr. Mussell, the manager of the F. H. Taylor store, Niagara Falls, Ont. This theory applies to the sale of provisions as well as to the hundreds of other lines carried by the grocery store.

The theory is perhaps not an entirely new one, but it is not always so faithfully carried out as it is in the case of the store in question, and certainly it is far too seldom adopted in the case of provisions. They are, in a good many instances relegated to a somewhat dark corner at the rear of the store.

The front of the store is built on a plan that is very seldom seen in a grocery store, having a central show case between the two entrances to the store. This forms an additional show window, glassed on the four sides, that



Ground plan of the F. H. Taylor store, Niagara Falls, Ont., showing how goods are displayed in the windows and the store.

stands out from the other windows, as will be seen by the accompanying floor plan of the store as a unit in itself.

During all the cold weather this outside display case, for such it actually is, is used for the showing of fish and provisions, and this has been a large factor in developing a very substantial trade in these lines. Cut off entirely from the heat of the store, it maintains an even temperature of slightly above freezing, perfect conditions for the display of these commodities. The floor of this window is devoted to the display of fish, a drainage pan at the bottom carrying off superfluous moisture. Shelf displays above carry lines of bacon and other cured and cooked meats.

In this way the fact that the store carrying off superfluous moisture. Shelf to the attention of the passerby; this is a fact that the store has found to be very much to its advantage.

The store itself lies on a street between two stations, and for that reason there is a very large passing trade.



The front of the F. H. Taylor Store, Niagara Falls, Ont., showing the central window cut off from the store that is used for displaying produce.

Many Americans are among the passers-by, and the fact that the store carries and displays Canadian back bacon, a commodity that cannot be readily obtained on the other side, has meant a very fair burden of trade from this source. Had the goods not been so prominently on display this trade would probably have passed by and been lost to the store, so that there is direct positive evidence of the value of the displaying of these lines. Of course in the hot summer months it is impossible to show these goods in this way because the windows generate a good deal of heat, but there are six or seven months of the year when it is used exclusively for this purpose. Later in the season, and before the very hot weather has commenced, a fountain is installed in the window, and about it are displayed lettuce and radishes, and similar summer vegetables, which the spray from the fountain keeps always bright and fresh and inviting, and proves again a very fine selling argument, and at the same time it is a great aid in preventing waste in these lines. In the full heat of the summer the fountain is again removed and the window dressed with an array of summer drinks, and it has been an effective means of developing sales of these goods.

Putting the Goods in Reach of the Customers

Quite aside from this one unit window the store is wonderfully well equipped in window space, for around this alcove

the two windows proper of the store are arranged in an L shape that more than doubles the window display of the ordinary store with the same frontage.

But not only in the store windows is this idea of display as a selling factor emphasized, within the store the same policy is maintained. There are a large number of small tables on which goods are tastefully arranged to catch the eye of the customer. The three pillars that support the roof, that are often unsightly enough, are covered by an array of canned goods. On one side is a long refrigerated counter, where the cooked meats, butter, margarine, and similar lines that are used in serving the customers attracted by the outside display are kept constantly ready to sell. This counter is refrigerated so that at all times these goods are in the very best condition.

On the other side of the store is an elaborate display case for cheese. This case stands about six feet high, the sides of which are glass. It is divided into three compartments so that all varieties of cheese from the whole cheese to the various kinds of cream cheese are always on view.

A glass-faced show case at the front of the store is used for showing cakes and pastry and lines of this nature that many stores do not carry.

The whole policy of the store as has already been stated, is one of constant display. There are no dark corners and

nothing hidden. All goods are placed out where the customer entering the store, uncertain of her needs, will be brought immediately under their influence, and unquestionably this has in a large measure been responsible for the store's success in serving its customers.

Getting at Hint of the Customer's Needs

"There are plenty of people who come into a store," said Mr. Mussell, "without being certain just what they want. It is often of course possible for the clerk to make suggestions that will be of service to them in deciding, but in the long list of foods carried by the grocery store it is not always possible to hit upon just the right article. When the goods are prominently displayed the customer is pretty sure to show some little interest in them—that is just the hint that the clerk needs. It suggests the customer's preferences, and in most cases gives a real opportunity for making a sale, an opportunity that might not have presented itself had the goods been out of reach."

HIGHLY ENTERTAINING

A woman, leading a little boy, said to the ticket agent: "What is the fare to Monmouth?"

"Thirty cents," the agent answered. "I've told you that eight times now."

"I know you have, but Willie likes to see you come to the window. It reminds him of the Zoo."



There are some merchants who cannot see that there is much opportunity for artistic and effective window dressing for the fish department. This window of Matthews' Bank Street store, Ottawa, is an outstanding example of the possibilities in this line. Such a window cannot fail to attract the passerby and to call fish to the housekeepers' attention in a way that assures the suggestion of a favorable consideration. Note, too, the effective use of cards in the margin of the window.

Please the Housewife and Trade Follows

Rooney's Market Believes in Free Use of Water and Paint Brush—Clean Fish Will Sell
—Sausage Sales Increased Seven Times—Ideas Which Built a Meat and Fish Trade

ROONEY'S Market, 507 St. Catherine street, Maisonneuve, believes in the free use of fresh, running water in its fish department. It is the operation of this principle that is held responsible, in large measure, for the absence of odor in the department, and an attainment which many a grocer or fish merchant would decidedly welcome in his own.

"How do you maintain your fish in this way?" was the very natural question CANADIAN GROCER asked on interviewing Mr. Rooney recently. And the answer invited the writer to view the manner of cleaning fish, and an explanation was briefly made of the frequent, generous use of that cheap, but necessary cleansing agent—running water.

"We always clean a supply of fish when we get them in," said Mr. Rooney.

"We take off the slimy substance, for this is what smells bad, and then we put the fish in the window, or where we have our supply."

An Actual Instance

"When I bought this business it was a poor affair and all run down," said Mr. Rooney. "The people had been used to getting a piece of fish cut from off one hung out at the front of the store near the door."

Is it any wonder that some have discredited the handling of fish? With whom has rested the responsibility of this discrediting? In many cases it would seem very logical that much of the blame has been traceable to the careless and shiftless methods used.

A typical question at the Rooney store: "Do you wish to fry, boil, or bake the fish, madam?"

Therein lies one of Mr. Rooney's secrets. For he has long since decided that he, as a dealer, must give service, and this is anything but complete if it does not embody undivided attention to each customer from the time an order is given until it is completed.

The swiftness with which Mr. Rooney prepared a fresh frozen fish to illustrate his method to the writer was absorbing. It indicated a real knowledge on his part of what a fish was and how it could be prepared in a brief period of about three minutes to meet the wish of any fastidious patron.

Taking a fish to the special "sink" over which are two taps, one for hot and the other for cold running water, Mr. Rooney let the cold water run freely and scaled it in a jiffy with a small curry comb. He then placed it on a handy little board and removed the fins, the



Exterior view of Rooney's Market, Montreal, with Mr. Rooney in the foreground.

entrails, etc., and with a small brush made of stiff bristles, it was quickly cleansed within and without. It was no time before the fish was ready for the frying pan, the oven or the boiling pot, and this is taken into consideration at the request of the customer. The whole operation was brief, as stated, but it is a real service that every woman appreciates. If desired, the bones are quickly removed.

Keep the Store Clean

Mr. Rooney's store is not large nor elaborate. It is not necessary that a store should be, even in this twentieth century, to make merchandising a success. This store was clean and wholesome-smelling, and this cannot be said of fish and meat stores always. But it does take care, eternal vigilance, and hard work to keep a store fit and attractive. And the latter of these requirements is kept clearly in mind.

Mr. Rooney is an advocate of the generous use of paint and whitewash. The latter is used freely from time to time, and, as a cleansing agent in a provision store, there are many places where it can be used with profit. Elsewhere, on fixtures and woodwork, white paint or enamel is used, and there is no tint preferable, probably, for the interior of a meat or provision store. It is conducive to cleanliness where this feature is necessary.

Increases Sales

The Rooney store has a satisfactory trade in sausage. This trade has been carefully developed by selling a uniformly good sausage every day. At first the weekly volume of business in these would average around 35 pounds, but it now averages about 250 pounds per week. Care is taken to maintain a standard of quality invariably.

A demand has been created for pickled tongue. Asked as to how he had been able to sell from 15 to 20 of these weekly, Mr. Rooney stated that he had cured these tongues carefully, and that he was particular to put them in the curing solution while they were fresh and wholesome, not waiting until they were about to spoil. He attributed the popular demand to this care, in particular.

Fish selling is constantly growing. The weekly sales at present will run from 1,500 to 1,800 pounds, all varieties considered. By ordering supplies several times a week, as wanted, the capital is turned frequently and a better standard of fish is maintained. Profits are good. Sales are about equally divided on fish and meats.

Publicity—Some Suggestions

Mr. Rooney uses the daily paper to a limited extent from time to time, and particularly when he wishes to make a special announcement. He uses neatly-lettered window and store cards, and on these outlines the prices at which various lines are selling. These cards help to brighten the window of the store, and through frequent change, they are effective. But there is no better advertisement and none so far-reaching as that of a fully-contented woman customer.

In a general way, Mr. Rooney feels that the butcher could profit much by taking a good trade paper. It is helpful to know the other fellow's ideas. He believes that the closer application of the butcher and fish merchant to his affairs would make him a better servant of the public. He ought, he said, to be careful to give a full sixteen ounces to the pound, and to endeavor to place his business on a high plane. In his opinion it was not necessary to cut prices. Workmen are entitled to and should receive good wages. Expenses are high



A view of the interior of Rooney's Market, Montreal.

and have to be met. The public, he believed, would pay for what they were getting if given honest weight and good measure. But if confidence were to be maintained, he believed that it was necessary to make some radical changes in the way of adopting simplified, but accurate bookkeeping, preventing waste,

etc. In other words, Mr. Rooney's contention is that the butchers of the country—well-meaning, as most of them are, could better inform themselves and as a result place their businesses upon a basis that would be creditable as well as profitable, and which, very often, he believed, was not the case.

Mr. Rooney adds 10 per cent. to his cost of doing business in order that he may make a definite, fair profit. He believes it to be the only safe way to ensure a margin to the owner above operating cost, and a simple, definite method would produce this result.

A 200,000 Pound Butter Turnover

Immense Sales Developed by Quebec Grocer—Uses Electric Cutting Machine—Keeps Butter Refrigerated Before Delivery—Careful to Maintain a Uniform High Quality

By A. H. ILLSEY, Associate Editor

ONE of Quebec City's grocers sells 200,000 pounds or one hundred tons of butter annually. This should be a forcible argument against those merchants who aver that staple lines carry so little profit that they are not worth pushing. Certain it is that the Paquet Company, whose manager, Mr. Dubuc, made this statement to CANADIAN GROCER, have developed this side of their business to such an extent that the butter trade has been considered a really valuable one. Since the stock is turned frequently, there is naturally a satisfactory profit, for in frequent turning of invested capital lies one of retailing's big secrets.

The Paquet Company has been long established in Quebec, but the grocery department has been conducted for only ten years, which will indicate how great has been the development of the butter department. To have reached its present proportions, has required a careful nursing of trade, with particular

attention to the maintenance of a high, uniform quality.

Use Electric Machine

In handling the immense quantities of butter, it has been necessary to provide facilities that will handle it quickly and economically. For this reason, and that efficient handling might result, an electric cutting or blocking machine was installed. This takes a large 56 pound block of butter, and, when the power is turned on, and various levers used, the big block is cut with fine wires that pass through it, cutting it into exact size. Within a very few minutes a large cake is placed on the cutting board, cut, and then quickly wrapped by a number of girls who learn to handle large quantities quickly.

As this electric device may be operated at will, there is no loss of time nor of power. Dividing the cost of operation and averaging this, the expense of reducing a single block of butter to 56

parts is relatively small, even when wrappers are considered. The butter is then placed in cardboard cartons to exclude the air.

Important Points These

Great care has been taken, Mr. Dubuc pointed out, to maintain a careful watch over the quality of butter sold by the store. In this respect, supplies have been secured mostly from one source, and the store has cultivated a big demand for a grade of butter that is really of uniform quality throughout the year. The best grade only is sold, and it would seem that wisdom has been shown in this particular. Few people fail to detect inferior butter. In supplying the best, and in attending to this matter of uniformity, a big bid has been made for the family trade of the customers buying butter; they will surely buy other supplies here.

"Even in the hottest weather, we can deliver butter to customers and be sure

that it will reach them in firm condition," said Mr. Dubuc. "We keep a good supply in our refrigerator and this is taken out just before the delivery leaves. It will keep firm for several hours in this cardboard carton."

These are little points, but decidedly important ones.

Other Sellers

Mr. Dubuc pointed out that sales of other provisions had also been large. Salt pork has been a good seller. In developing business on this item, attention was called to a glass jar which was placed on the counter where bacon, ham and cooked meats are sold. A tight-fitting cover was placed over this and the pork kept submerged in water or a weak brine. It is very attractive, and as the container is kept filled every day, the display looks inviting. It had been a great idea, Mr. Dubuc pointed out, to have this case on the counter. About three barrels of salt pork were sold per month.

Beans are a big seller. These are carried in very large variety, and are placed in bins near the provision counter. These bins are of generous size and will hold from two to three bushels. On a busy day, such as Saturday, this is a wise precaution.

Two cutting or slicing machines are used on the meat counter. "I do not like to use the same machine for cooked ham as for bacon and other meats," said Mr. Dubuc. "It may spoil the flavor of the meat, and so we have the two machines."

This seems to be a logical argument. It has worked out well with this firm, and Mr. Dubuc is well satisfied to have the double investment. Then, it makes for speed to have two machines, and especially when customers are in a hurry.

GROCCERS SHOULD ASSURE THEMSELVES OF BONA-FIDE NATURE OF EXTRACT SALES

It is legal for grocers to sell flavoring extracts to bona-fide purchasers was the decision of Police Magistrate Fraser in the police court, Brandon, Man. The decision was given in the case against W. J. Young for selling lemon extract, and as a result the case against him was dismissed. The magistrate in disposing of the case stated that while he could find no clause in the Manitoba Temperance Act which permitted him to find the accused guilty still he felt there was a grave responsibility assumed by vendors of flavoring essences. The purchaser should be one of irreproachable character, particularly in view of the fact that some people could become addicted to the habit of using the same as a beverage, and he thought that great care should be exercised by grocers and others who offered the same for sale.

Grocers Should Specialize on Fish

By A. H. BRITTAIN
President Canadian Fisheries Association

THE work of the Canadian Fisheries Association, in co-operation with the Canada Food Board, has shown that an educational campaign throughout Canada is of great value towards the increased consumption of fish as a food. Reports, from all parts of Canada, indicate that a larger trade is being done by the retail grocer in all classes of Canadian fish products, such as smoked fish and different varieties of Canadian Canned Fish Products.

There is no reason why a very much

greater extent than the consumption in Canada. The fisheries of Canada represent an industry of about \$40,000,000, but the extent of this is hardly realized unless one looks to the quantity of fish caught in tonnage, and it may be interesting to readers of your paper to have the following figures:

In 1886 the total quantity of edible fish caught represented about six hundred million pounds. In 1891 the total quantity of edible fish caught represented about seven hundred million pounds. In 1917 the total quantity of edible fish caught represented over eight hundred and sixteen million pounds.

It is estimated that the consumption of fish per capita is from 25 to 30 pounds of fish, while the catch of Canadian fish has been equal to about 100 pounds per capita of population. The balance of fish produced in Canada has been exported to the United States and, in a dried and canned state, to market with the world.

The Canadian packers are curing and canning fish to-day the quality of which is equal to anything produced in any other country, and with the steady increase in the consumption, new varieties of cured and tinned fish will be offered to the trade throughout Canada. It would pay any grocery establishment to specialize in the sale of fish, as the outlay in money is small, and the fish products bring a good return on the investment.



ALFRED H. BRITTAIN

President of the Canadian Fisheries Association, and Vice-President and General Manager of the Maritime Fish Corporation, Montreal.

larger trade should not be done by the retail grocer in Canadian fish as time goes on, and instead of Canada exporting most of her fish, the time will not be far distant when large quantities will be consumed and distributed through the legitimate channels of trade in this country.

The Canadian Fisheries Association, representing an organization from coast to coast, have been devoting a lot of time to transportation matters, and to co-operating with the Department at Ottawa with a view to developing the fisheries along standard lines, and to bring to the attention of the Department of Fisheries at Ottawa the valuable asset in our fishing industry, and to encourage the expenditure of funds in this industry which is capable of wonderful development.

While both the production and consumption of fish have increased largely the past ten or fifteen years, still the production has increased even to a

WATCHING FOR ADVERTISING HINTS

A valuable suggestion which merchants would do well to take to heart is contained in an article by Howard G. Stokes in a recent issue of "Advertising and Selling." He says:

"To catch butterflies or advertising ideas you need a net. You never can tell when a beautiful idea will come fluttering your way.

"Be prepared with a notebook, and when you see, hear, smell or feel what might be an idea, jot it down.

"Advertising ideas roam around the streets, in and out of stores, kitchens, police stations, theatres, clubs, ball games and prize fights.

"Some of them are bum hunches, some are loaded with dynamite, but some sure do know how to clean the rust out of under-worked cash registers.

"Jot 'em all down.

"Take 'em all back to the office and give 'em the once over.

"There's no law against gathering hunches.

Advertising Puts

FISH

A Full Stock of Fresh and Frozen Sea Food Always Carried.
FILLETED FISH OUR LEADER
An Expert of Years' Standing Supervises.

Atwater Fish Market

A. GOODMAN
No. 5189

The Secret of Gatehouse Success

lies in the fact that we go about our business as though every bird, every fish, every vegetable the thought there.

Have the principle dish at Sunday
—Roasting Pair of Chickens—A Delicious
—Ducks or a Goose—Squabs for
made Sausages—Fresh Southern
rooms—French—Artichokes—Cuc
Celery—Cauliflowers—New Potatoes.
Delicious! Fresh Map
Four Phones Up. 2724.

HENRY GATEHOUSE
350 Dorchester Street West
Canada Food Board License No. 9-1132.

1874 Lamb's Market Limited 1919
TRY OUR POULTRY DEPARTMENT
Choicest Roasting Chickens and Capons, weighing up to eight lbs. each.
Young Turkeys, Young Ducks (feeder fed), Choicest Young Geese, Broiling
Chickens, tender and juicy. New Laid Eggs, from special henneries, re-
ceived daily. Large Belling Fowls. All sold, cleaned, and delivered on a
Cash and Carry Basis.
Tel. Up. 1367-1366-3960.
Canada Food Board License No. 9-2947

SPRING DAYS SUGGEST FISH DISHES

There are so many
list of varieties
at our store

is you can have now, too. Just look over our
selection. But, better still, see them yourself
Stanfords is fresh and clean, no matter what
Cut (to 10 lbs.) 12 1/2¢ lb.
..... 10¢ lb.

STANFORDS
128
Manfield
License 5-0003

SAVE MONEY

Get more fish, the most nutritious
and least expensive of foods.
I make daily shipments to outside
points. Country Business Solicited

C.F.O. BIRSE

Fish Sales Across

ONE of the oldest fish firms in the City of Montreal is that of Henry Gatehouse and Son. An exclusive fish, poultry and vegetable business is done. For years, there has been a steady, consistent growth until many men are required to fill orders and fully half a dozen autos are necessary to whisk these orders promptly to the customers scattered everywhere in this big city.

The advertising of the Gatehouse store is generally "different." The average reader will be interested in the fact that these advertisements emanate from a feminine member of the staff. As Mr. Gatehouse remarked to a special representative of CANADIAN GROCER, "For a while this young lady was compelled to be away from the store and 'ads.' were not the same. They lacked the appeal which they have when written by this member of our staff."

An examination of the accompanying advertisement of the Gatehouse store indicates how effectively an appeal can be made. A prospective customer reading that advertisement is almost compelled to "lift the receiver" and say, "Send me a fresh fish—you pick it out for me."

The unusual advertisement is that which, in nine case out of ten, arrests attention. In no respect can the unusual headline be used to better purpose than in the appeal made to prospective purchasers.

Montreal is a good fish city. That is to say, its per capita fish consumption is reasonably large, and there are reasons for this. But aside from any advantages which may exist because of the character of its population, there are some really down-to-the-minute retailers who have managed to tell the public why they should use fish. They have gone after the business with energy and they have brought that business to their own counters. In some instances, CANADIAN GROCER is very well aware that it has been the steady, constant, and unfailing appeal which has won. And, among other things, the constant "dropping" of consistent daily or weekly ad-

vertising, has contributed largely to the attendant success of many firms.

While the Gatehouse store runs special advertisements from time to time on poultry, etc., they feature fresh fish "direct from the sea"—very frequently. Advertisements are constantly changed.

Another effective advertiser in Montreal is Stanford's Service Store. They make a strong bid for business through the daily paper and while the space is not large, it is quite sufficient to meet every requirement. It is the "quality" of the appeal that counts, and a glance at the accompanying "Ad" picked out of

*Average Customer Won by
Persistent Appeal — Not
Necessary to Use Large
Space—Make the Customer
Really Want Your Fish—
How Some Fish Dealers
Are Reaching the Buyer in
Montreal*

a recent paper will serve to illustrate splendidly the class of argument which runs through Stanford advertising.

The busy housewife is compelled to change the menu from day to day if she is to "curry favor" with the man of the house. She picks up her evening paper and is attracted by this Stanford advertisement. "Spring Days Suggest Fish Dishes." What could be more to the point, even in a full page advertisement? Then immediately following the message practically says:—"Send you some Boston Blue Fish—12 1/2¢ lb." A complete message which suggests action, is this one.

It may be that one's district is within small bounds and that the class of advertising, or the medium used by one store within the city would hardly suit

the needs of the smaller one. It is the day of keen competition. The bigger the store, as a rule, the keener the demand for business. The departmental store, for instance, frequently makes a bid for the business of a large city by offering "specials," giving prices on certain lines that the small dealer cannot hope to offer.

In considering one's plans why not treat selling from a different angle? Two large stores have been referred to in the foregoing. They were not always enjoying the extensive trade which they enjoy to-day. In fact in both instances they had smaller beginnings, and an important feature in the progress of both has been attention to "service" rather than to the matter of low price.

Here is a lesson for others. Never has SERVICE been more appreciated than it is to-day. Recent experiences related to CANADIAN GROCER have revealed the fact that price is really secondary. It is service and real quality that count, and these the worthwhile consumer will pay for reasonably well. Attention, therefore, to the maintenance of service and quality in selling fish is, as far as can be gathered, far more important than the offering of a catch price.

In some of the other advertisements appearing herewith, it will be observed that the headline compels attention. As in a well-composed story, the message begins well. The attention of the prospective customer, once arrested, is likely to be drawn along if one gets right down to the heart of his message and makes a strong argument with the reader. Short, terse sentences, made in conversational-style, but with little embellishment, strike home. They leave a good taste, so to speak, in the housewife's mouth, and she either calls at your store to buy what she requires if the appeal has been a strong one, or she uses the telephone and asks you to bring the desired article.

This is a likely time to give the coming season's selling program a careful consideration. What forms of advertising will you use this year?

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 22—Changes for the week are of an important nature. Live hogs are marked up to \$21.75 per 100 pounds. The receipts were light this week. Beef is steadily firm, but unchanged. Cooked ham is up one cent per pound. Lard and shortening advanced half a cent per pound. Butter is marked up again and has reached record levels. There is a good demand for cheese and the supply is larger. Poultry export orders are still developing. Lobsters are down 5c.

Few Hog Receipts; Prices Higher

Montreal

FRESH MEATS.—Prices scored another advance and live hogs are quoted at \$21.75 per cwt., 75c per cwt. over the high point of last week. This means that abattoir-killed stock is bringing as high as \$30 per cwt., and while there is a consequent firming of the various cuts the range given below still holds. Cows and steers are steadily firm but no quotable changes are put through here.

Hogs, Dressed—

Abattoir killed, small	\$29 00	\$30 00
Sows	28 00	29 00
Hogs (country dressed)	28 00	29 00
Hogs, live		21 75

Fresh Pork—

Leg of pork		0 36
Leg of pork (trimmed)		0 37
Loins	0 38	0 40
Tenderloin, lb.	0 46	0 48½
Spare ribs		0 24
Trimmed shoulders	0 27	0 28

Fresh Beef—

(Steers and Heifers)		(Cows)
\$0 29½ \$0 33	Hind quarters	\$0 25½ \$0 28½
0 19½ 0 22	Front quarters	0 15½ 0 17½
0 41½	Loins	0 33½ 0 36½
0 31½	Ribs	0 28½ 0 29½
0 16½ 0 18	Chucks	0 15½ 0 17½
0 24½ 0 25½	Hips	0 23½ 0 25½
Calves (as to grade)		0 17½ 0 22
Lambs—fresh killed	0 32	0 37
Sheep	0 20	0 26

Cured Meats to Be Very Firm

Montreal

CURED MEATS.—With demand very good the market rules firmly and prices are continuing high. The only quotable change of the week is made on bacon, the range being advanced a little at the high point. It will not be a surprise if barrel pork and hams advance, with fresh pork on the higher basis quoted this week.

Cured Meats—

Hams—

Medium, smoked, per lb.—	
(Weights) 8-12	\$0 40
12-16	0 38
16-20	0 37
20-35	0 35

Bacon—

Plain	0 43	0 44
Boneless, per lb.	0 46	0 47

Bacon—

Breakfast, per lb. (as to qual.)	0 42	0 47
Roll, per lb.	0 32½	0 33½

Dry Salt Meats—

Long clear bacon, ton lots	0 25	0 26
Long clear bacon, small lots	0 26	0 27
Fat backs, lb.		0 30

Barrel Pork—

Canadian short cut (bbl.)	55 00
Clear fat backs (bbl.) (40-50 pieces)	60 00

Do. (30-40 pieces)	59 50
Short cut clear pork (bbl.)	53 00 56 00
Heavy mess pork (bbl.)	43 00 44 00
Bean pork (bbl.)	43 00 44 00

Cooked Meats Firm; Ham Up Cent

Montreal

COOKED MEATS.—One change is made this week, that of an advance of 1c per pound for cooked hams. This is in accord with higher pork prices, and it would seem that some of the other lines are due for a higher price basis though cooked meats are generally very slow to change. There is a good sale for cooked ham.

Head cheese	0 15
Meat loaf with macaroni and cheese, lb.	0 29
Choice jellied ox tongue	0 44
Ham and tongue, lb.	0 32
Veal and tongue	0 25
Hams, roast	0 53
Hams, cooked	0 51
Shoulders, roast	0 44 0 48
Shoulders, boiled	0 44

Lard Up Again; Very Active

Montreal

LARD.—An additional ½c per pound has been added to the previous price of lard and this means that bricks are selling on the basis of 33c per pound. Demand is decidedly active, and with a likelihood of this continuing prices are likely to hold high.

Lard, pure—

Tierces, 400 lbs., per lb.	0 31½
Tubs, 50 lbs., per lb.	0 31¾
Pails, 20 lbs., per lb.	0 32
Bricks, 1 lb., per lb.	0 33

Shortening Goes Up Half a Cent

Montreal

SHORTENING.—Under the influence of lard shortening has scored an advance of price and the increase is ½c per pound. An active trade is reported and the undertone is firm.

Tierces, 400 lbs., per lb.	0 26¼	0 26½
Tubs, 50 lbs., per lb.	0 26¼	0 27
Pails, 20 lbs., per lb.	0 26¼	0 27¼
Bricks, 1 lb., per lb.	0 28	0 29

More Sales Made of Margarine

Montreal

MARGARINE.—From week to week the trade in margarine increases, jobbers report. Prices are firm and the range, according to grade, in prints, is from 34c to 37½c per pound.

Margarine—

Prints, according to quality, lb.	0 34	0 37½
Tubs, according to quality, lb.	....	0 32

Butter Soaring; is Heavy Demand

Montreal

BUTTER.—Prices are soaring on butter and yet the demand continues. Fresh-made creamery is up to 67c per pound. Dairy is also much higher, prints being quoted at 55c this week. It seems that, regardless of the heavier sales of margarine, butter is in ever-increasing demand, and while factories have been operating in some places for the past three weeks there does not seem to be much increase in supplies here.

Butter—

Creamery prints, fresh made	0 67
Creamery solids, fresh made	0 66
Dairy prints	0 54
Dairy, in tubs, choice	0 54

Larger Supplies Cheese Come In

Montreal

CHEESE.—A steady improvement in the matter of supplies is apparent these days, factories delivering new-make cheese in increasing quantities. Produce men are expecting some announcement to be made by the Cheese Commission as to policy for the year. If supplies pile up an easier price basis might result.

Large, per lb.	\$0 28½	\$0 29
Twins, per lb.		0 30
Triplets, per lb.		0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.		0 36

Eggs Are Held; May Come Down

Montreal

EGGS.—Incessantly heavy demand has been responsible, in large measure, for the steadily high basis for eggs. Prices in the country are showing some shading from present levels, says one large produce man, while from another source it is said that export prices offered are higher—delivered to boatside, Montreal, than existing prices to the regular trade. If competition continues for supplies there is bound to be a maintenance of prices.

Eggs—

New-laid	\$0 48	\$0 49
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More Export Sale For Poultry

Montreal

POULTRY.—Additional export business is offering for various lines of poultry. This is tending to hold prices on their present high level and there is nothing to indicate a recession from this basis. Local demand is fairly good, too, and the outlook is for a generally good demand.

Chickens, roast (3-5 lbs.)	0 36	0 39
Chickens, roast (milk fed)	0 41	0 44
Broilers (3-4 lb. pr.)	0 41	0 46
Brome Lake	0 47	0 48
Young Domestic	0 40	0 41
Turkeys (old toms), lb.		0 47
Turkeys (young)		0 47
Geese	0 29	0 31
Old fowls		

Large	0 35
Small	0 31

Lobsters Lower;**More Halibut In**

FISH.—Lobsters are down to 35c per pound and there is a fair demand for these. Western halibut were received and are being distributed at 22c to 23c per pound. Gaspereaux are also on the market now.

FRESH FISH

Haddock	0 07½	0 08
Halibut, Eastern	0 24	0 25
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns		0 40
Live lobsters		0 35

FROZEN FISH

Gaspercaux, each		0 06
Halibut, large and chicken	0 20	0 21
Halibut, Western	0 22	0 23
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 14	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06	0 07½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22
Lake Trout	0 19	0 20

Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.		6 00
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons) ..	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx) ..	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box) ..	2 50	
Dried codfish (100-lb. bbl.)	20 00	

PICKLED FISH

Herrings (Scotch cured), barrel	12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	25 00
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	\$14 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	6 50
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	8 40

SUNDRIES

Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, April 23—Considerably higher prices in barrel pork have been named this week. Fresh pork and provisions are up about 1c per pound all the way around. Butter is unchanged. Lard is very firm and undertone to shortening market is stronger. Poultry has strengthened, due to further export business. Eggs are slightly easier.

Hogs Remain High;**Fresh Cuts Up**

Toronto.

FRESH MEATS.—The lower level named by buyers early last week did not remain long, and prices to-day on live hogs, fed and watered basis, is up to \$21.50 per cwt. The run is not very heavy and demand keeps up well. Fresh cuts of pork are up about 1c per pound all around.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 50	\$28 00
Live, off cars, per cwt.		21 75
Live, fed and watered, per cwt.		21 50
Live, f.o.b., per cwt.	20 75	21 00

Fresh Pork—

Legs of pork, up to 18 lbs.	0 32	0 35
Loins of pork, lb.	0 39	0 41
Tenderloins, lb.		0 50
Spare ribs, lb.	0 20	0 21
Picnics, lb.		0 26
New York shoulders, lb.		0 28
Montreal shoulders, lb.		0 29
Boston butts, lb.		0 33

Fresh Beef—From Steers and Heifers—

Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 15	0 20
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 38	0 45
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 20	0 24

Above prices subject to daily fluctuations of the market.

Barrel Pork Shows**Sharp Advances**

Toronto.

PROVISIONS.—Barrel pork shows a sharp advance this week, mess pork being quoted at \$50, \$55 and \$58; short-cut backs are quoted at \$59 to \$61, and rolls \$57. Hams and bacon are up from 1c to 2c per pound.

Hams—

Medium	0 38	0 40
Large, per lb.	0 30	0 35

Backs—

Skinned, rib in	0 47	0 49
Boneless, per lb.	0 50	0 53

Bacon—

Breakfast, ordinary, per lb.	0 40	0 45
Breakfast, fancy, per lb.	0 45	0 48
Roll, per lb.	0 31	0 34
Wiltshire (smoked sides), lb.	0 36	0 38

Dry Salt Meats—

Long, clear bacon, av. 50-70 lbs.	0 28	0 30
Do., aver. 70-100 lbs.		0 27
Fat backs, 16-20, lb.		0 30

Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—

Mess pork, 200 lbs.	50 00	58 00
Short cut backs, bbl., 100 lbs.	59 00	61 00

Pickled rolls, bbl., 200 lbs., heavy	57 00
Do., Do., Do., lightweight	57 00

Above prices subject to daily fluctuations of the market.

Cooked Hams**Advance 3c lb.**

Toronto.

COOKED MEATS.—Higher prices on cooked hams are in evidence again this

week. All lines seem to show a somewhat improved movement.

COOKED MEATS

Boiled hams, lb.	\$0 52	\$0 54
Hams, roast, without dressing, lb.	0 52	0 54
Shoulders, roast, without dressing, per lb.	0 50	0 52
Head Cheese, 6lb. lb.		0 14
Meat Loaf with Macaroni and Cheese, lb.		0 24
Choice Jellied Ox Tongue, lb.	0 50	0 52
Ham and Tongue, lb.		0 32
Veal and Tongue, lb.		0 26

Above prices subject to daily fluctuations of the market.

Stronger Feeling**Revealed in Lard**

Toronto.

LARD.—There is a stronger feeling in the market and prices have advanced again. The outside demand continues heavy and supplies are quickly taken up. Locally, movement is just fair.

Lard, tierces, 400 lbs., lb. \$0 31½ \$0 32½
In 60-lb. tubs, ¼c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening Makes**½c Advance**

Toronto.

SHORTENING.—The basis has advanced ½c per pound this week on shortening. Supplies are considered ample, though there seems to be some scarcity of best cotton seed oil. However, it is thought there will be sufficient to meet demands.

Shortening, tierces, 400 lbs., lb. \$0 26 \$0 26½

In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Margarine Active;**Prices Maintained**

Toronto.

MARGARINE.—Dealers report supplies of margarine going out very freely. The high price of butter is what is given as a reason for this increased demand. Supplies are continued ample and prices remain unchanged.

Margarine—

1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 29

Solids, 1c per lb. less than prints.

Butter Operations**Restricted; Make Bigger**

Toronto.

BUTTER.—Operations in the butter market are confined to what might be termed "the hand-to-mouth variety." The make is increasing and with the Express strike now over an improvement in the situation is looked for. Dealers anticipate that prices may ease away slightly in another week's time. The range of prices for the week are unchanged at the following levels:

Butter—

Creamery prints (fresh made)	0 65	0 66
Creamery solids (fresh made)		0 65
Dairy prts, fresh separator, lb.	0 58	0 60
Dairy prints, No. 1, lb.	0 52	0 55

Cheese Holds in**Steady Position**

Toronto.

CHEESE.—There is no change in the situation as far as can be determined. There seems to be a little bit more of-

A
CARD
THAT
MAKES
SALES
FOR
YOU



HANG
IT IN
YOUR
STORE

This show card will be sent free to dealers. Hung in a conspicuous place in the store or in the window it will boost sales of the well-known Colman Keen Products.

Magor Son & Company, Limited, 30 Church St., Toronto, 191 St. Paul St., Montreal

Abbey's

A RELIABLE OLD ENGLISH SALINE

EFFERVESCENT

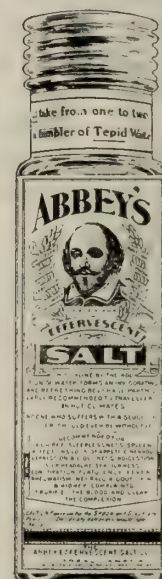
Makes Life
WORTH LIVING

SALT

IT'S A 50-50 PROPOSITION

The big advertising we are doing is making new friends every day for Abbey's Salt. The dependable quality of this standard preparation keeps people sold and brings them back for more. Every dealer in Canada is in a position to share in the extra business which our advertising is creating for Abbey's Salt.

The Abbey Effervescent Salt Co.
MONTREAL



fering from the factories, and the price remains about the same as before. Prices as quoted to the trade to-day are:

Cheese—		
Old, large	\$0 31	\$0 32
New, large		0 30
Stilton (new)	0 31	0 32
Twins, $\frac{1}{2}$ c. lb. higher than large cheese. Trip-lets $\frac{1}{2}$ c. higher than large cheese.		

Eggs Easier;

May Go Lower

Toronto.

EGGS.—Eggs have actually eased away this week about 1c per dozen, and the feeling amongst the trade is that lower prices may be looked for in the almost immediate future. There is a good demand in evidence.

Eggs—		
New-laid, in cartons, doz.	\$0 49	\$0 50
New-laid, doz.	0 46	0 47
Prices shown are subject to daily fluctuations of the market.		

Firmer Basis to

Poultry Prices

Toronto.

POULTRY.—There has been some further export business done in poultry and the market has firmed up as a consequence. There is very little live stuff coming to hand, and heavy fat fowl are commanding anywhere from 35c to 40c per pound.

Prices paid by commission men at Toronto:			
	Live		Dressed
Ducks, lb.	\$...-\$0 35		\$...-\$0 40
Geese, lb.			0 50
Turkeys, old, lb.			0 40-0 42
Do., young, lb.	0 32-0 35		0 45-0 48
Roosters, lb.			0 25-0 28
Fowl, 4 to 6 lbs., lb.			0 33-0 35
Fowl, over 6 lbs., lb.	0 35-0 40		
Fowl, under 4 lbs., lb.	0 28		0 30
Chickens, under 5 lbs., lb.			0 30
Chickens, over 5 lbs., lb.	0 26-0 32		0 35
Chickens, over 5 lbs., milk fed, lb.			0 38
Prices quoted to retail trade:			
	Live		Dressed
Hens, light	\$0 35		\$0 37
Do., heavy			0 34-0 36
Chickens, spring			0 38-0 40
Ducks			0 40-0 42
Turkeys			0 47-0 50
Geese			0 52

Fresh Fish Supplies

Better; Oysters Done

Toronto.

FISH.—Arrivals of fresh caught fish are increasing and amongst those which are added to the list this week are halibut, which is being quoted at 25c per pound; trout and white fish, both of which are being quoted at from 23c to 25c; and lake herring at 12c. There is little change in the rest of the list, although oysters are practically cleaned out of the market now. Business is very good and the trade as a whole is satisfied with the volume of business being handled.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
Halibut, lb.		0 25
FRESH FROZEN SEA FISH		
Cod Steak, lbs.		0 09
Do., market, lb.	0 05	0 07 $\frac{1}{2}$
Flat Fish, B.C., lb.		0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05 $\frac{1}{2}$	0 07
Haddock, lb.		0 07
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21 $\frac{1}{2}$	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.		0 11

Salmon, Cohoe, lb.	0 19
Do., Qualla, lb.	0 12 $\frac{1}{2}$ 0 15
Do., Red Spring, lb.	0 23 0 24
Do., Gaspe, lb.	0 24 0 23
Smelts, No. 2, lb.	0 09
Do., No. 1, lb.	0 15
Do., Extra, lb.	0 25
Tomcods, lb.	0 07

FRESH LAKE FISH

Lake herring, lb.	0 12
Trout, lb.	0 23 0 25
Whitefish, lb.	0 23 0 25

FROZEN LAKE FISH

Herrings, Lake Superior	0 03
Do., Lake Erie, lb.	0 06 0 06 $\frac{1}{2}$
Mullets, lb.	0 07 0 08
Pickarel, lb.	0 14 0 15
Pike, round, lb.	0 07 0 08
Trout, lb.	0 17 0 18
Tulibees, lb.	0 09 0 10
Whitefish, lb.	0 11

SMOKED FISH

Bloaters, 40 Count, box	1 30
Cod, smoked, lb.	0 12
Ciscoes, lb.	0 14
Digby Chicks, bble.	1 85 1 90
Boneless Digbys, box	2 00 2 50
Haddies, chicken	0 08 0 08 $\frac{1}{2}$
Do., fillets, lb.	0 15 0 16
Do., Finnan, lb.	0 12 $\frac{1}{2}$
Herring, Kippered, box	1 30 1 65

DRY AND PICKLED FISH

Acadia Cod—	
20 1-lb. tablets, case	3 90
12 2-lb. boxes, crate	5 25
Herring, Labrador, bbl.	10 00
Do., Do., keg	5 00
Do., Lake Superior, keg	4 75
Imperial, 25 lbs., loose, case	2 75
Quail on Toast, 24 1-lb. tablets, cs	2 90 3 60
Sea Trout, keg	12 00

WINNIPEG MARKETS

Hog Prices Steady;

Will Remain Firm

Winnipeg.

PROVISIONS.—The hog market has been steady and firm this week, with no fluctuation from the level reached last week, nearly \$20.

Hams—		
Light, lb.	• 34	0 36
Medium, per lb.		0 34
Heavy, per lb.		0 33
Bacon—		
Breakfast, select, lb.		0 40
Backs		0 40 0 44
Dry Salt Meats—		
Long clear bacon, light		0 26
Backs		0 33
Barrelled Pork—		
Mess pork, bbl.		42 00
Lard, Pure—		
Prints		0 32
Cases, 5s		17 92
Cases, 3s		18 00
Tierces		0 29
Tubs, 50s, net		14 63
Pails, 20s, net		6 30
Cheese—		
Ontario, large fresh		0 29
Manitoba, large fresh		0 28

Butter Advances;

Receipts Heavier

Winnipeg.

BUTTER.—Prices of creamery butter have advanced this week, and while receipts are becoming heavier they are not as yet sufficient to warrant any decline. Following are the latest prices:

Butter—		
Fresh made creamery, No. 1	0 59	0 60
cartons		0 54
Fresh made creamery, No. 2		0 54
Margarine	0 31	0 32

Present Egg Prices

To Be Maintained

Winnipeg.

EGGS.—Prices remain firm with continual heavier receipts. There is a keen demand from both East and Western points. Dealers report that lower prices than present levels for early eggs cannot be expected. Present prices are from 43c to 44c per dozen.

Improved Demand

For All Fish Stocks

Winnipeg.

FISH.—Trade in fish is very strong at present and dealers expect the recent improvement in demand to be continued for some time. The slight decline anticipated on some lines is not in sight

for a week or two yet. Supplies are plentiful.

LAKE FISH

Whitefish (cleaned), lb.	0 12
Whitefish (frozen), lb.	0 12
Pickarel, lb.	0 13
Pickarel Fillet, lb.	0 35
Frozen Trout, lb.	0 16
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09 $\frac{1}{2}$
Frozen Goldeye, lb.	0 07 $\frac{1}{2}$
Speckled Trout, lb.	0 35

SEAFISH

Frozen Halibut, lb.	0 20
Frozen Salmon, lb.	0 20

NEW BRUNSWICK RETAIL SARDINE SITUATION FAR FROM BRIGHT

With an enormous amount of last season's pack still on hand, the outlook for the sardine season, which opened on April 15th, is not particularly bright. New Brunswick and Maine weirmen have agreed on a minimum of \$20 per hogshead, which the packers say is much too high in view of the condition of the market.

MUSTARD SUPPLY AND PRICE

With lessened restrictions and better shipping facilities there has been an improvement in the mustard supply in Canada. As yet this is not large, and the importers have been carefully distributing as widely and equitably as possible what came to hand. Said one of the largest Canadian representatives to CANADIAN GROCER in Montreal this week: "We do not expect any lower prices for mustard for another eight months at least. The manufacturers are working on present stocks and there will be no new crop of raw material before October. There may be better delivery and we will perhaps get 50 per cent. of our orders. We expect steady improvement in delivery from month to month."

WHALING FLEET READY TO SAIL

Vancouver, B.C., April 22.—All dressed up in their new Easter coat of paint, the whaling fleet lies with steam up in Victoria Harbor apparently waiting for the first hostile spout. The open season for whales will continue until October, by which time a good many hundred leviathans will have been canned. Mr. Babcock, of the Department of Fisheries says he would sooner eat whale meat than Chicago beef. If the public feels the same, the Pacific Ocean is our stock-yard.



This is
the time to
push "H.A."
Oleomargarine

BUTTER is soaring sky high. Your customers who have a moderate table allowance, are faced with a serious problem.

This is your opportunity to induce them to try "H.A." Oleomargarine. This is your chance to point to the Canadian housewife that she need not be dependent upon butter alone to supply her family with a nourishing spread for bread.

You know how delicious this fine, new product really is. A personal word from you will help many women to solve this serious household problem.

Don't lose this big opportunity to build up your future trade in "H.A." Oleomargarine.


OLEOMARGARINE

THE HARRIS ABATTOIR COMPANY, LIMITED
TORONTO, CANADA

Canada Food Board Blanket License No. 165

Keep up the Sales Momentum!

THROUGH our special Easter advertising, thousands of new customers have learned to appreciate Swift's Premium Hams and Bacon.

By a little effort on **your** part, these newly-made friends, and **their** friends, as well as the **old** ones—can be kept coming to your store all through the year. A good meal is **always** welcome—and there's none better than

Swift's Premium Hams and Bacon

Keep up the momentum—by keeping your stocks complete—by making prominent displays—and by suggesting Premium Hams and Bacon.

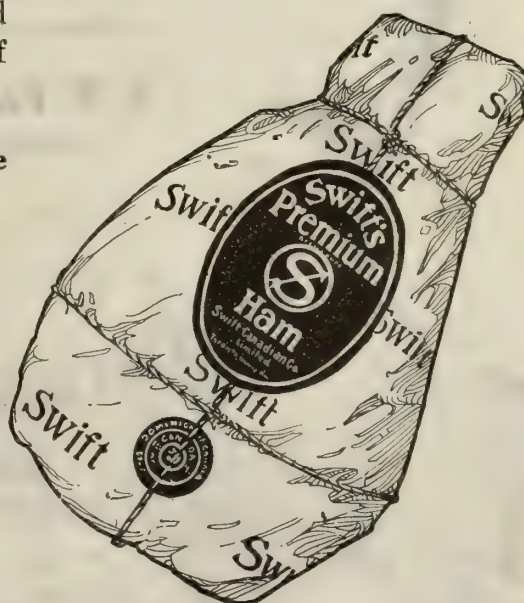
The result will be more satisfied customers, and a steady increase of profitable business.

Order from our Traveller, or write direct.

**Swift Canadian Co.
Limited**

TORONTO WINNIPEG EDMONTON

(Canada Food Board License Nos. 13-130, 171, 172)



They Always Please!



FEARMAN'S Star Brand HAMS and BACON

The delicate, satisfying flavor of Star Brand Hams and Bacon is just the kind to appeal to the most fickle appetite.

This flavor that is "different" is a result of the extreme care we exercise in selecting the very finest stock and employing a special curing process that develops the very finest qualities of both Hams and Bacon and makes "Star Brand" a seller wherever known.

"Star Brand" Pure Lard is the finest on the market.

All made under the supervision of the Inspection Department of the Dominion Government.

Order your supplies now.

F. W. Fearman Co., Ltd.
HAMILTON, CANADA



IF IT'S "EASIFIRST" IT'S GUNNS



Are You Sure That Your Customers Are Satisfied?

You can be assured of this by supplying the well-known, the tried and true brands. "EASIFIRST" is one of these—a tried and proven success.

The name is familiar to almost every housewife in Canada.

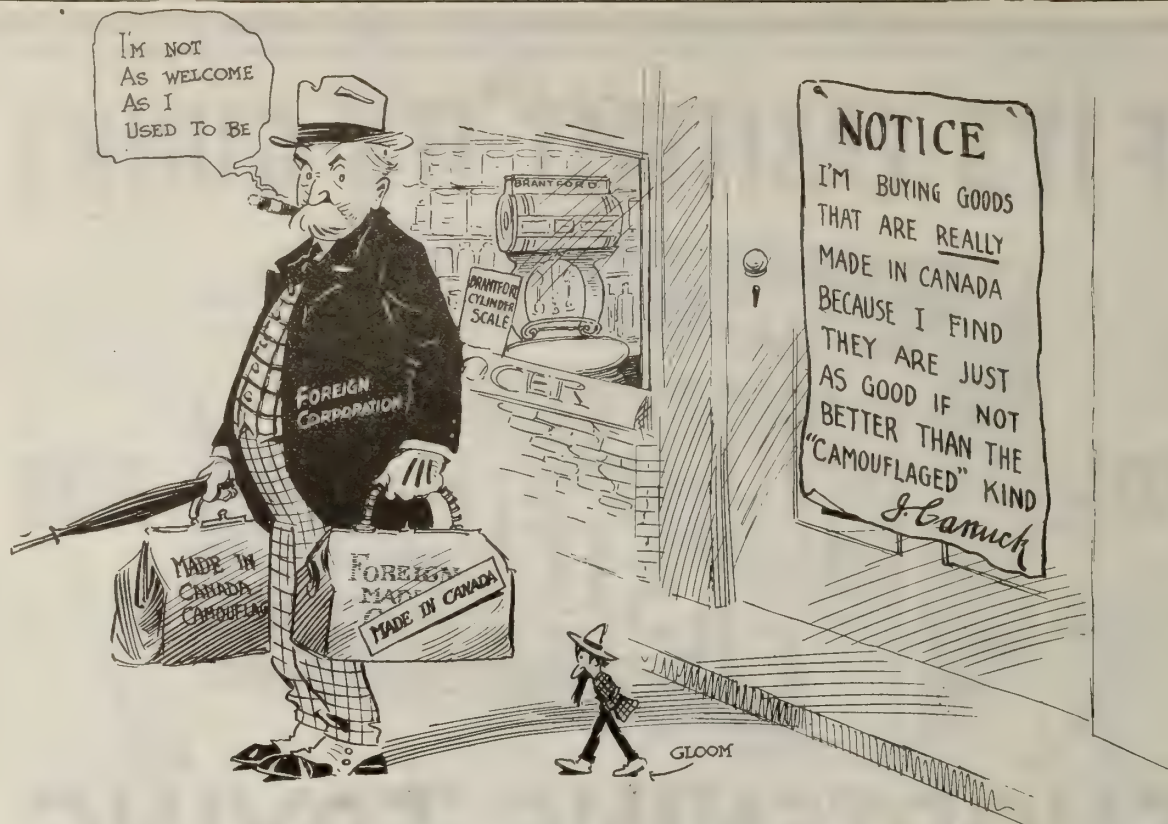
Your customers ask for "EASIFIRST" because it is always uniform; there is no uncertainty about results.

"EASIFIRST" is a particularly good summer shortening because it is not easily affected by warm temperature.

The market is strong

Phone Junction 3400

GUNNS LIMITED - WEST TORONTO



Brantford Computing Scales and Brantford Slicers are really Made-in-Canada

Made-in-Canada by Canadian Workmen and from Canadian materials, and financed by Canadian Capital.

But apart from that Brantford Scales and Slicers are, without doubt, the very finest of their kind on the market to-day. They have very many distinctive features, are simple in construction and are built to last.

For the evidence of confidence in Brantford Equipment shown by our steadily growing sales, we desire to thank the Trade, and beg to assure all Brantford users that we stand behind our goods and see to it that every customer is satisfied.

Every piece of Brantford Equipment is guaranteed. On the opposite page we show you two of them. What better looking or more practical store fixtures could you wish for?

The Brantford Computing Scale Co.
BRANTFORD, CANADA Limited

Here are two pieces of Brantford Equipment

Money-Makers, both of them

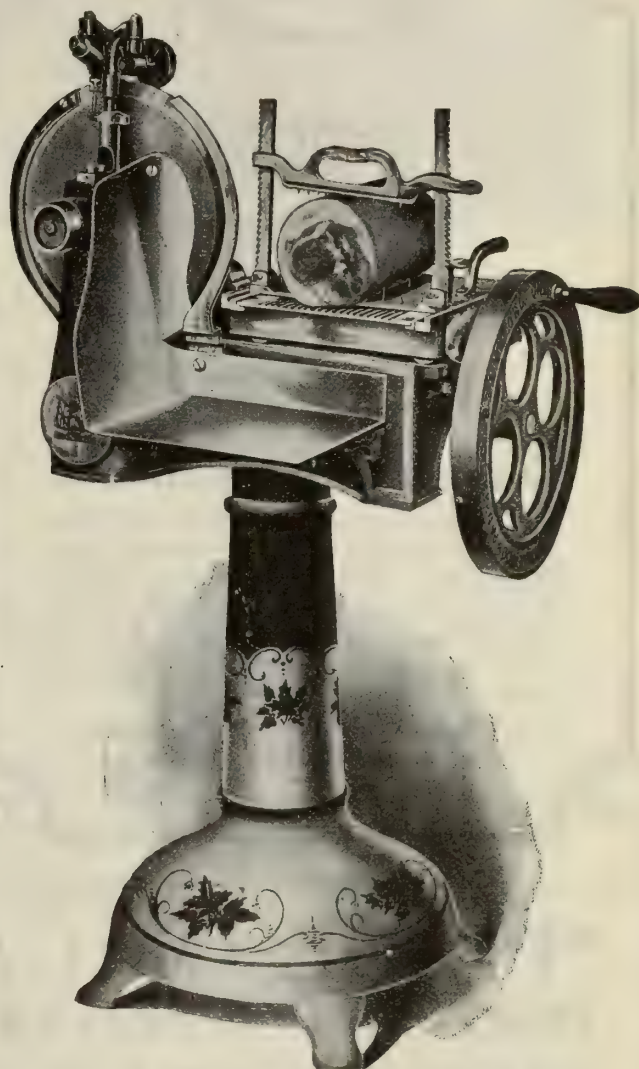
Time-saving, waste-eliminating store fixtures are a profitable investment for the grocer. The cost of the Brantford Scale and the Brantford Slicer is trifling in comparison with the increased service facilities they afford.



THE
BRANTFORD
SCALE

Both fixtures are strictly sanitary and entirely dust-proof. The SCALE is fool-proof as well, because the working parts are all enclosed, while the SLICER will cut your cooked meats in any thickness desired, and cut them down to the very last slice.

Read full particulars about them both in our illustrated catalogue. We'll be glad to mail you a copy free of charge. Just send us your address.



THE BRANTFORD SLICER

The Brantford Computing Scale Co.

BRANTFORD, CANADA

LIMITED



Have No Hesitation
in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR

HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax . N.S.

57



57

Display and Recommend

this popular food product. It is to your advantage to do so, because your customers know that Heinz Baked Beans are wholesome and nutritious, appetizing, and above all—guaranteed to please. Money refunded if customer is not satisfied.

ALL HEINZ GOODS SOLD IN CANADA
ARE MADE IN CANADA

57

57

A Snap in Fish

Before buying, write for our prices on Lake Superior Herring, both pickled and frozen.

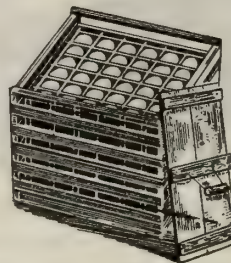
We Invite Correspondence

LEMON BROS.

OWEN SOUND, ONT.

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
Crates

The 12 Dozen Crate

THE MILLER BROS. CO., LTD., 20-38 Dowd St.
Montreal, Que.

"PRIDE OF CANADA" PURE MAPLE SYRUP AND SUGAR

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada



People Spend *More* and Buy *Oftener* When Perishables are Displayed as Temptingly as This—

Perhaps very little change would double the productiveness of **your** store.

THIS spring, scores of merchants are getting rid of awkward, unsanitary tables and shelves, and giving their perishables a chance to sell themselves by the tempting, fresh-looking display they get in Arctic Refrigerator Counters and Display Facilities.

Proper Display Refrigeration no longer is considered an expense. It has proven to be a profit-producing investment that gets right at the root of poor sales and ordinary profits.

With prices where they are, people have become more critical of the condition of the food they buy. They are avoiding the slightest suggestion of unsanitary condition. They prefer to shop

and spend in the store where absolute protection of food is a first consideration, and where adequate display can bring them a new meal-time suggestion.

And no merchant need be without proper refrigeration display on account of cost. For the average store it is really small, especially in proportion to the difference it will make in sales and profits.

Why not find out just what could be done to make your store produce more and eliminate spoilage. Let the Arctic designers study out

your store display problem and submit you profit-making plans. You will be under no obligation to accept the suggestions, but get them anyway, for the insight they will give you as to really getting the most out of your store and location.

Write to-day, describing your store, its size and arrangement, nature and amount of stock, etc., and have the Arctic designers study its improvement at once.

Agencies: A. Tilley, 86 Crescent St., Montreal; Geo. Cameron, Sparter St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

JOHN HILLOCK & CO.,
Limited
Office, Salesroom and Factory
154 George St. - Toronto

ARCTIC
REFRIGERATORS & DISPLAY FACILITIES
Prevent Waste Create Sales Save Ice



THE
GOODNESS
GOES
IN

BEFORE

THE
LABEL
GOES
ON

DOMINION BRAND

Vegetable Tomato Soup

The favorite of discriminating housewives—a line you can push with confidence—packed in our own Canadian factories.

Spaghetti with Tomato Sauce

Recommend them strongly—once your customers are acquainted with this line a reminder is all that is necessary. Display it on your counter.

Pork and Beans

A staple article of diet—Sells to all classes, at all seasons—Rich, nutritious, delicious. No trouble to serve.

Tomato Soup

Its delicious flavor of ripe red tomatoes appeals to every taste. Be sure to carry a good stock of this popular line.

Ask Your Jobber or Write Direct

DOMINION CANNERS, LIMITED

HAMILTON

-

CANADA]



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

EXCELLENT FACILITIES FOR
SELLING AND DISTRIBUTING
**FREE and BONDED
WAREHOUSE**
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

Interested in the B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

The McLay Brokerage Co.

WHOLESALE
COMMISSION MERCHANTS
AND BROKERS

Write Us Regarding Your Account.

WINNIPEG

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

BLOATER
ANCHOVY
SARDINE
SALMON

Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER



Mention This Paper When Writing Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers, Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

*If you want anything
or have anything to
sell this paper will get
you results.*

The McLay Brokerage Co.

Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account

Winnipeg

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG

and
Winnipeg Warehousing Co.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

We represent

W. C. Macdonald, Reg'd.

W. Clark, Limited.

Maple Tree Producers' Assn.

Lindners, Limited.

Aunt Jemima Mills Co.

Penick & Ford, Limited.

Marshall Milling Co.

Rosenberg Bros. & Co.

Pratt-Low Pres'g Co.

H. Bell-Irving Co., Ltd.

Hargreaves Canada, Ltd.,

etc., etc.

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley, Dingman & Co., Ltd., John Taylor & Co., and John Bull Mfg. Co.

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care.

Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Con-
fectionery Specialties

Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

J. TOBIN & SONS

Representing

British Export Service Co.
of England

NEW MONEY MAKER FOR THE GROCERS

CELEBRATED

English Lavender

"A
National Perfume"

Picked when in full bloom

Handsome Silent Show Case furnished free. Will be on the market May 1st.

Are you interested?

J. TOBIN & SONS

OTTAWA, ONT.

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

CANADIAN GROCER

ADDRESS

143-153 UNIVERSITY AVE., TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

GAETZ & CO.

*MANUFACTURERS' AGENTS AND
GROCERY BROKERS*

47-49 Upper Water St., Halifax, N.S.

MARITIME PROVINCES

W.J.SHEELY

*Grocery Broker and
Commission Merchant*

AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.

St. Nicholas Bldg. Montreal

Schofield & Beer, St. John, N.B.

Manufacturers Agents

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. MacDonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

The Colwell Brokerage Co., Ltd.

Mdsc. Brokers, Man's Agents

Liberal Advances Made on Consignments

18 Germain St., St. John, N.B.

ATLANTIC MILLING CO., Limited PICTOU, N.S.

Wholesale Grocers, Millers Agents

Manufacturers Flour, Cornmeal and Feeds. Splendid connections with Western Elevators and P.E.I. Produce Dealers.

We Want Agencies

For Food Products for Montreal and Eastern Provinces. If you want good, live representation write us.

Forrest, Jackson, Forrest
222 Craig St., - MONTREAL

DO YOU NEED ANYTHING ?

If so, turn to page 64 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

When Writing to Advertisers Kindly
Mention this Paper.

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer

143-153 University Avenue

Toronto

Daily Arrivals

Strawberries
Asparagus
Pineapples
Cucumbers
Lettuce

Send in your order.

WHITE & CO., LIMITED

Fancy Fruits and Vegetables

TORONTO

Canada Food Board License No. 277

PINEAPPLES

Finest quality, from Porto Rico, now coming along more freely.

TOMATOES

Repacked in our own warehouse and all waste greens and spots taken out. You get good, ripe fruit only. All ready to sell.

CALIFORNIA GRAPEFRUIT **(SUNKIST)**

Put up in boxes and half boxes (flats). Fine Quality—Bright—Smooth Skin.

THE HOUSE OF QUALITY

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

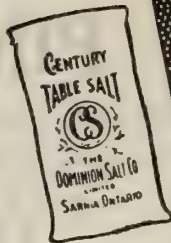
But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."



SIFTO SALT



Here's the nicest thing in table sale—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

**DOMINION SALT CO LIMITED
SARNIA ONT**

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent to you.

DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

**National Licorice Company
MONTREAL**

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Current, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

½ Pts., Aylmer Quality	Per doz. \$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	Per jug. 1 62½
Pints, Delhi Epicure	Per doz. 2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans.	\$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand; each 48 cans	8 25

Challenge Clover Brand, each 48 cans 7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	8 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—½s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

Corn Flakes are
the most popular
of corn foods.

POST TOASTIES

are the most popu-
lar of *Corn Flakes*.

Canada Food Board License No. 2-058

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.



Buy
**Golden Sheaf
Brand**

**MACARONI
VERMICELLI
SPAGHETTI**

It's Good

Made from the best of Semolina
Wheat and Pure Spring Water.

Nutritious, Appetizing, Nourishing

Order from your Wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co.

TORONTO

MONTREAL

GOLDEN SHEAF CO., Limited, Montreal

Purity

TABLE SALT



In sanitary
cotton bags and
handy free-running
packages.

You cannot recommend
a better salt to any
housewife than Purity
For table or dairy use
there is no better salt—
a fact good housewives
are quick to appreciate
You'll get a good margin
of profit on every
sale of Purity

THE WESTERN SALT
CO., LIMITED
COURTRIGHT
ONT



Chas. Lauder Co.

95 and 97 Ontario Street
Toronto

Wholesale Confectioners

FINE CHOCOLATES CENT GOODS

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, 15s.

Chateau Brand Pork and Beans with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16. 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.

Chili Sauce (red and gold label) Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.

Slicked Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.

Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.

Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.

Tongue, Ham and Veal Pates—½s, \$2.30.

Ham and Veal Pates—½s, \$2.30.

Smoked Vienna Style Sausage—7s, \$2.45.

Pate De Foie—½s, 75c; ½s, \$1.40.

Plum Pudding—½s, \$1.90; 1s, \$3.85.

Potted Beef Ham—½s, 75c; 1s, \$1.40.

Beef—½s, 75c; ½s, \$1.40.

Potted Tongue—½s, 75c; ½s, \$1.40.

Potted Game (Venison)—½s, 75c; ½s, \$1.40.

Potted Veal—½s, 75c; ½s, \$1.40.

Potted Meats (Assorted)—½s, 80c; ½s, \$1.45.

Devilled Beef Ham—½s, 75c; ½s, \$1.40.

Beef—½s, 75c; ½s, \$1.40.

Devilled Tongue—½s, 75c; ½s, \$1.40.

Veal—½s, 75c; ½s, \$1.40.

Devilled Meats (Assorted)—½s, 80c; ½s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle \$10; 10 oz., \$5.

Ox Tongue—1½s, \$14.50; 1s, \$19.70.

Lunch Tongue (in glass)—1s, \$9.90.

Sliced Smoked Beef (in glass)—½s, \$1.80; ½s, \$2.80; 1s, \$3.90.

Mincemeat (in glass)—1s, \$3.25.

Potted Chicken (in glass)—½s, \$2.40.

Ham (in glass)—½s, \$2.40.

Tongue (in glass)—½s, \$2.40.

Venison (in glass)—½s, \$2.40.

Meats, Assorted (in glass)—\$2.45.

Chicken Breast (in glass)—½s, \$8.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.80.

Peanut Butter—½s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S
MUSTARD

Per doz. tins
D.S.F., ¼-lb. \$2 80
D.S.F., ½-lb. 5 30
D.S.F., 1-lb. 10 40
F.D., ¼-lb.

Per jar
Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25

Canadian Milk Products, Ltd.,
Toronto and Montreal.

KLIM

Hotel \$18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east
of and including Fort William. Freight
allowance not to exceed 50c per

100 lbs., to other points, on 5-case
lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs. Canada Laundry ...	.09½
40 lbs., 1-lb. pkg., Canada	
White or Acme Gloss....	.09½
48 lbs., No. 1 White or Blue	
Starch, 3-lb. cartons ....	.10½
100-lb. kegs, No. 1 white...	.09½
200-lb. bbls., No. 1 white...	.09½
30 lbs., Edwardsburg Silver	
Gloss, 1-lb. chromo pkgs.	.11½
48 lbs., Silver Gloss, in 6-lb.	
tin canisters .....	.12½
36 lbs., Silver Gloss, in 6-lb.	
draw lid boxes .....	.12½
100 lbs., kegs, Silver Gloss,	
large crystals .....	.10½
40 lbs., Benson's Enamel,	
(cold water), per case...	3.25
Celluloid, 45 cartons, case..	4.40
Culinary Starch	
40 lbs., W. T. Benson & Co's	
Celebrated Prepared ....	.11
40 lbs. Canada Pure or	
Challenge Corn .....	.09½
20-lb. Case Refined Potato	
Flour, 1-lb. pkgs. ....	.16
(20-lb. boxes, ¼c higher, except	
potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO.,
LTD., CROWN BRAND
CORN SYRUP

Perfect Seal Jars, 3 lbs. 1
doz. in case \$4.00
2-lb. tins, 2 doz. in case.... 4.85
5-lb. tins, 1 doz. in case... 5.45
10-lb. tins, ½ doz. in case.. 5.15
20-lb. tins, ¼ doz. in case.. 5.10
(Prices in Maritime Provinces 10c
per case higher)

Barrels, about 700 lbs.... \$0 07½
Half bbls., about 350 lbs.... 0 07½
¼ bbls., about 175 lbs.... 0 07½
2-gal. wooden pails, 25 lbs.. 2.30
3-gal. wooden pails, 38½ lb. 3.45
5-gal. wooden pails, 65 lbs.. 5.55

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case.... \$5.35
5-lb. tins, 1 doz. in case.... 5.95
10-lb. tins, ½ doz. in case.. 5.65
20-lb. tins, ¼ doz. in case.. 5.60
(5, 10, and 20-lb. tins have wire
handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley— Doz.
1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb. 4 00
½ lb. 2 00

NUGGET POLISHES

Doz.
Polish, Black, Tan, Toney Red
and Dark Brown \$1.14
Card Outfits, Black and Tan.. 4.15
Metal Outfits, Black and Tan.. 4.60
Creams, Black and Tan 1.25
White Cleaner 1.25

IMPERIAL TOBACCO CO. OF
CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb. \$1.30
Bobs, 12s 1 00
Currency, 12s 1 00
Star Bar, 9s, boxes 6 lbs.. 1 08
Pay Roll, thick bars, caddies 1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 12
Forest and Stream, tins, 9s, 2-lb. cartons 1 44

L. H. Major & J. Soubliere, Ltd.

Wholesale Grocers

OTTAWA, ONT.

Phone Rideau 25 and 26.

Sidings on all main lines of railroads entering Ottawa.

Prompt Deliveries Reasonable Prices Dependable Quality of Goods.

Quotations gladly furnished at our expense by telephone or wire.

FOR
SANDWICHES

SCOTCH SNACK

FOR SALADS
CROQUETTES, ETC.

You will have a big demand for this New Product.

IT'S DELICIOUS FOR PICNICS, PARTIES, CAMPERS, ETC.

Be sure you have a good supply on hand. No waste. Keeps a long time. Packed in glass jars.

Order a case of each size. We Guarantee the Sale.

The ARGYLL BUTE Ltd., MONTREAL.

Ontario Agents: WALTER S. BAYLEY, 20 Front St., E., Toronto.

Western Agents: WATSON AND TRUESDALE, Winnipeg.

Eastern Agents: ANGEVINE & McLAUGHLIN, St. John N.B., Truro, N.S.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Let us tell you how you can increase your profits on bulk teas

We specialize on bulk teas of quality and our prices are graded right to give you a sizeable profit. Minto Teas satisfy always.

Minto Bros.

TORONTO

Originally Established 1873

My Country Merchant

We are constantly in the market for all lines of Farm Produce. If you want to sell for cash—write

CRAWLEY & McCracken Co.,
LIMITED

425 Power Building

Montreal



SEEDS

of every description

*Ask for free catalogue and
illustrated booklet entitled*

Making the Garden Pay

HARRY'S SEED STORE

360 DORCHESTER ST. WEST

Send us your orders.

MONTREAL

Tel. Up-town 777

Announcing
the amalgamation of the business of

HERBERT PETERS

88 Front Street East and 22-24 West Market Street
TORONTO

with the firm of

DUNCAN'S LIMITED
NORTH BAY, ONT.

With Branches at Sudbury, Cobalt and Timmins.

The new firm will be known as

Peters Duncan Limited

Wholesale Dealers in

Fruits, Vegetables and Produce

Our increased buying and distributing facilities
will enable us to give our customers better
service.

Our aim will be to give you the finest quality
products at the most reasonable prices.

Get In Touch With Our Nearest Branch

Peanuts

The market for Peanuts is on the jump. Every day or so brings us news of an increase in price from the growers, and it looks as if they had not stopped mounting yet and were good property at present prices.

We have just received a supply of new Nuts, bought a little under to-day's market, and we think you would do well to stock up with a few bags for Summer trade.

Choice Jumbo Peanuts, green	-	.13 $\frac{1}{4}$
Choice Jumbo Peanuts, roasted	-	.15 $\frac{1}{4}$
Fancy Jumbo Peanuts, green	-	.15 $\frac{1}{2}$
Fancy Jumbo Peanuts, roasted	-	.17 $\frac{1}{2}$

A Special in Pie Peaches:

Whole, Peeled, Unpitted, gallons \$3.25 doz.

Send us an order

H. P. ECKARDT & CO
WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Profitable Beverages

The demand for good beverages is daily increasing. Your big selling season is at hand. Prepare for it. Stock

O'Keefe's

IMPERIAL BEERS

ALE LAGER STOUT

You never lose a sale when you have O'Keefe's ideal beverages to offer, and the call for them is incessant. Don't take chances—order O'Keefe's—always the ready sellers.

The O'Keefe Brewery Company

Limited

Toronto - Ontario

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Forest and Stream, ¼s. ¼s.
and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass
humidors 1 75
Master Workman, bars, 7s
3½ lbs. 1 20
Derby, 9s, 4-lb. boxes 1 08
Old Virginia, 12s 1 50
Old Kentucky (bars), 8s,
boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal
BABBITTS

Soap Powder, case 100 pkgs. \$5 65
Cleanser, case 50 pkgs. 3 10
Cleanser (Kosher), cs, 50 pkgs. 3 10
Pure Lye, case of 4 doz. 5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemon, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight
rate second class

JELL-O ICE CREAM POWDERS
Made in Canada

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Lemon, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight
rate second class

BLUE

Keen's Oxford, per lb. \$0 24
In cases 12—12 lb. boxes to
case 0 25

COCOA AND CHOCOLATE
THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2
doz. in box, per doz. \$4 60
Perfection, ½-lb. tins, doz. 2 45
Perfection, ¼-lb. tins, doz. 1 35
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 37
Supreme Breakfast Cocoa, ¼-
lb. jars, 1 & 2 doz. in box,
doz. 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box-
es, per lb. 0 36
Supreme Chocolate, 10c size,
2 doz. in box, per box 1 80
Perfection Chocolate, 10c size,
2 doz. in box, per box 1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb.
boxes 0 32
Eagle Chocolate, ½s, 6-lb.
boxes, 28 boxes in case 0 31
Diamond Chocolate, ¼s, 6 and
12-lb. boxes, 144 lbs., in case 0 32
Diamond Chocolate, 8s, 6 and
12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate,
28 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30
boxes in case, per lb. 0 40
Milk Medallions, 5-lb. boxes
in case, per lb. 0 40
Chocolate Ginger, 5-lb. boxes,
30 boxes in case, per lb. .. 0 55
Crystallized Ginger, 5-lb. boxes,
30 boxes in case, per lb. 0 55

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60
boxes in case \$0 95
Almond Nut Bars, 24 in box,
50 boxes in case 0 95
Puffed Rice Bars, 24 in box,
50 boxes in case 0 95
Ginger Bars, 24 in box, 50
boxes in case 0 95
Fruit Bars, 24 in box, 50
boxes in case 0 95
Active Service Bars, 24 in box,
50 boxes in case 0 95
Victory Bar, 24 in box, 60
boxes in case 0 95
Queen's Dessert Bar, 24 in box,
60 boxes in case 0 95
Regal Milk Chocolate Bar,
24 in box, 50 boxes in case. 0 95
Royal Milk Cakes, 24 in box,
50 boxes in case 0 95
Maple Buds, 5c display boxes,
6c pyramid packages, 6c
glassine envelopes, 4 doz in
box 1 90

10c LINES

Maple Buds, 10c, 1 doz. in box,
50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz. in box,
50 boxes in case, per doz. 0 95

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

We Have Moved!

In our new offices at **810 Confederation Life Building** we are more commodiously situated and better fitted in every respect to give our clients a uniformly good service. For one thing we are located nearer the wholesale district of the Western Metropolis and are in direct touch with just such people as you would wish to reach with your product.

We represent the very cream of Canadian and United States manufacturers, including such people as:

Guggenlime & Co., San Francisco, Dried Fruits, etc.; Grace & Co., Ltd., Montreal, Importers; Martin & Robertson, Ltd., Vancouver, Rice, etc.; The Meiji Trading Co., Ltd., Montreal, Japan Tea, etc.; Defiance Packing Co., Vancouver, Canned Salmon, etc.; Lummis & Co., Suffolk, Va., Peanuts; Lange Canning Co., Eau Claire, Wis., Canned Goods; W. R. Grace & Co., New York, Importers; Balfour, Guthrie & Co., Vancouver; Geo. Hodge & Son, Montreal.



MR. C. H. GRANT

Let us number you among them.

C. H. GRANT CO. Manufacturers Agents **WINNIPEG**

CROWN



Screw Top

Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

PERFECT SEAL

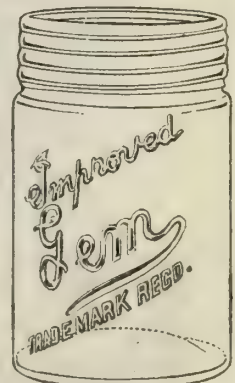


Lightning Fastener

The Names Are
Household Words
The Jars Household
Necessities

Dominion Glass Company, Limited

GEM



Screw Top

Secure Styles That
Reduce
Both Labour And
Cost

Lloyd Harris Had to Appeal to Lloyd George to Get Square Deal for Canadian Manufacturers

Here are extracts from an intensely interesting article on page 1 of THE POST of April 19th:

AFTER the war—big business for Canada from the reconstruction required in Europe—you remember the idea?

It is being realized, but not without effort. How is it being realized, and by whose effort? From THE FINANCIAL POST you will gain interesting inside information on the situation—valuable first-hand information direct from the most reliable sources.

The significance of the important concessions to Canadian trade secured through the activities of Lloyd Harris and his associates on the Canadian Trade Commission, Frank P. Jones and W. C. Noxon, in working out Sir Robert Borden's practical export trade policy is becoming more and more appreciated. THE FINANCIAL POST, which instantly recognized in the first place the big idea behind the sending of practical business executives and sales experts to develop export trade, has appreciated—evidently as no other Canadian publication—the importance of what has been accomplished.

Here are extracts from an intensely interesting article on page one of THE POST of April 19th:

Canadian Trade Mission Conquered Many Difficulties

Canadian business men who have been on the ground and who have recognized the difficulties which faced Mr. Harris and his associates are returning to give first hand information regarding what has been accomplished and as to how results were won in the face of such discouragements as only determined business men could have overcome—discouragements which would never have been surmounted by the easy-going, easy-living politicians usually sent on such errands.

There was no enthusiastic welcome awaiting the men who went out to seek trade for Canada with each European nation fighting for every available advantage in the period of readjustment. Not only was it soon evident that there would be few orders forthcoming from Great Britain, but it was seen that France would not be an important buyer of our manufactured products and that Belgium would be in little better position.

To add to these disappointments were the restric-

tions on Canadian trade, which hampered Canada's manufacturers in getting even a square deal after it was evident that preference would not be shown. To meet such a situation it was necessary to conduct a strenuous campaign in Canada's interests. Publicity and other methods were used to bring about a realization of the position of the Canadian exporter.

Finally Mr. Harris, who was there to get things done for Canada, went direct to the man who was doing things for England—Premier Lloyd George. And it was through putting the issue up to the Little Welshman in a straightforward manner, as a climax to other efforts, that such important concessions were secured.

Now industrial Britain faces the problem of manufacturing successfully on the basis of the new values of labor and raw materials which have been established. Its solution has an interest for the Canadian manufacturer in competitive export markets.

Get First-Hand Information on developments of this and other important business matters from

THE FINANCIAL POST

The April 19th Issue contained amongst other important matter interesting articles on these subjects:

Opinion Grows Favoring Open Steel Market
Japaneses Bid for Place in Canada's Trade
Profits Taxes Serious Blight Upon Industry
Cannot Deprive Individual of Fruits of Effort
Sensational Charges About Alberta 'Phones
Textile Mills Announce Cut in Price Lists
B.C. Electric Co. has Scheme to House Workers
C.P.R. Has Claims Against Austrians
Steel of Canada Cut Deeply for Depreciation
Earnings of the Nipissing Mines Maintained

The Hines Steel Controversy in United States
Royal Bank Has Linked up With London County
Paper Money a Big Factor in Price Situation
Says the Banks Charged One Per Cent. a Month in West
Quietness Characterizes Bond Market
U.S. Victory Loan Terms Receive Commendation
Alberta Makes Changes in its Municipal Law
Oak Bay District Has Nice Surplus in Sinking Fund

Drastic Action to Prevent Fires will be Taken
Nova Scotia is Legislating on Fair Rents
Fire Companies' Good Prospects for Current Year
Facts for Use of Exporters to Roumania
Loan Companies Want Consideration
Farm Help the Big Problem in Western Canada
Borden for High Commissionership
Investment Markets Hold Their Strength
National Policy for Development of Our Resources
\$20,000,000 Sales for Rubber Co.

THE above are only a few of the many subjects of real profit-making interest to active men of affairs which have been dealt with by expert writers and editors in THE POST of April, 1919. THE POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. A good plan—and one followed by a number of leading executives—is to have an assistant receive and read THE POST carefully, marking special items to which your attention should be drawn. Send for a subscription to-day for yourself or for your assistant. The price is \$3.00 per year, and you have only to fill in this form.

The MacLean Publishing Co.,
143-153 University Ave., Toronto.

Send me THE FINANCIAL POST every week till further ordered. I will pay subscription price, \$3.00 per year, on receipt of bill, or you may draw on me for this.

Name.....

Address.....

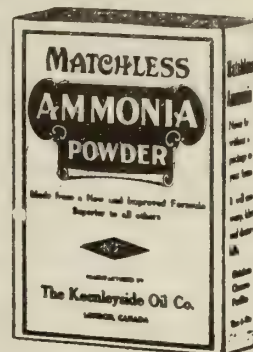
C.G.



These quality lines will retain you the confidence of particular housewives

Matchless Ammonia Powder

Produces quick results and never injures the most sensitive skin. You can depend upon this Ammonia to satisfy every customer.



ARGO CORN STARCH *and* LIBERTY GLOSS STARCH (IN BULK OR PACKAGE)

are two other excellent lines we supply. Both are the sort of high grade goods you can pass across your counter with confidence in their ability to please.

We also carry a complete stock of general groceries.

Quotations given on request.

The Keenleyside Co.
London, Ontario

Western Distributors: THE H. L. PERRY CO., WINNIPEG



You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; and ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,600 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO



"Betcher I Can Eat a Ton of It"

There are only two things, we believe, which children like well enough to contemplate with satisfaction eating them in quantities of a ton or more.

One is ice cream and the other is Jell-O.

No grocer can safely ignore that kind of an appetite when he is making up his stock.

There are six flavors of Jell-O—all pure fruit flavors, and all so good that no two persons ever seem to agree as to which is the best of the six.

Beautiful ten-color window display material of high quality will be sent to you, free of all expense to you, of course, if you can use it to advantage, and we believe you can.

The Genesee Pure Food Company of Canada, Limited
Bridgeburg, Ontario
Made-in-Canada

IF YOU WANT THE BEST IN EGGS and FANCY DRESSED POULTRY

Write to us.

Our Fancy Dressed Poultry is killed to order. Let us know your requirements.

C. A. MANN & CO.
LONDON, ONT.

KINDLY MENTION THIS PAPER
WHEN WRITING TO ADVERTISERS

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780



Parke's Smoke Essence

painted on meat will smoke and cure it better than the old smoke house method. It is cleaner to use, requires no long delays and keeps the meat tender because the moisture is retained.

35c size, enough for about 100 lbs., is packed in compartment corrugated cases, 36 bottles in each. Price, \$8.40 per case.

75c size, enough for about 300 lbs., is \$6.00 per dozen.

Parke & Parke Ltd.
Macnab St. and Market Sq.,
Hamilton, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.
Victoria, B.C.

Vancouver, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.
Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager
Western, Canada
TORONTO

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

WHO IS AGENT FOR ?

Name and address of the Manufacturers' Agent or Broker
given *below* the name of the firm or line they represent.

A

ABBEY'S EFFERVESCENT SALT CO., Montreal.
Teas & Persse Ltd., Winnipeg.
ACADIA CANNERS, LTD., Kingston, N.S.
W. H. Escott & Co., Winnipeg.
ACADIA SUGAR REFINERY CO., Halifax.
W. H. Escott & Co., Winnipeg.
Schofield & Beer, St. John, N.B.
JOHN ADAMS & CO., Collingwood, Ont.
W. H. Escott & Co., Winnipeg.
ALEXANDER MOLASSES CO., Cincinnati, U.S.A.
—Canned Molasses.
H. P. Pennoek & Co., Ltd., Winnipeg.
AMERICAN DEHYDRATING CO., Waukesha,
Mich.
W. H. Escott & Co., Winnipeg.
AMERICAN CONFECTIONERY SYNDICATE,
New York—Buddy Buds.
F. D. Cockburn Co., Winnipeg.
AMERICAN PEANUT CORP., Norfolk, Va.
Donald H. Bain Co., Winnipeg.
ANDERSON & MISKIN, Vancouver—Salmon.
Watson & Truesdale, Winnipeg.
ANSLEY, HOELBERG & LEWIS, LTD.
A. Maclure & Co., Winnipeg.
ARBUCKLE BROS., New York—Green Coffees.
Mason & Hickey, Winnipeg.
H. E. ARNOLD, Canton, China—Cassia and
Ginger.
Scott-Bathgate Co., Ltd., Winnipeg.
ATLANTIC SUGAR REFINERIES, Ltd., Mont-
real—Lantic Sugar and Syrup.
H. P. Pennoek & Co., Ltd., Winnipeg.
AUNT JEMIMA MILLS CO., St. Joseph, Mo.—
Pancake Flour.
W. L. Mackenzie & Co., Winnipeg.
ALMOND PASTE
W. G. Patrick & Co., Ltd., Toronto.
ARMOUR & CO., Chicago—Oleomargarine.
Watson & Truesdale, Winnipeg.
ARTAUD'S OLIVE OIL
Rose & Laflamme, Ltd., Montreal.

B

B. T. BABBITT, Inc.
W. H. Dunn, Ltd., Montreal.
Dunn & Hortop, Toronto.
Watson & Truesdale, Winnipeg.
GEO. BASSETT & Co., LTD.
The Robt. Gillespie Co., Vancouver.
A. Maclure & Co., Winnipeg.
BATGER & CO.
Rose & Laflamme, Ltd., Montreal.
BALLER & Co., Messina, Italy—Sulphur, Filberts
Scott-Bathgate Co., Ltd., Winnipeg.
BALFOUR, GUTHRIE & CO., Vancouver, B.C.
C. H. Grant Co., Winnipeg.
BAILEY BROOM CO., Kingston, Ont.
Teas & Persse, Ltd., Winnipeg.
BAYLE FOOD PRODUCTS CO., St. Louis.
Gaetz & Co., Halifax.
BEANS
C. B. Hart, Reg., Montreal.
West India Co., Montreal.
C. T. Nelson, Victoria, B.C.
Schofield & Beer, St. John, N.B.
S. Tamura, Vancouver, B.C.
JNO. BUCHANAN, LTD.
The Robt. Gillespie Co., Vancouver, B.C.
A. Maclure & Co., Winnipeg.
THE BOOTH FISHERIES CO. OF CANADA,
LTD., St. Andrews, N.B.—Sardines and Can-
ned Herring.
Watson & Truesdale, Winnipeg.
BRITISH COLUMBIA SUGAR REFINING CO.,
LTD., Vancouver — Sugar, Rogers' Golden
Syrup.
Donald H. Bain Co., Winnipeg.
BAKER, EDGAR, & CO., Liverpool—Valencia
Onions, Malaga Grapes.
Donald H. Bain Co., Winnipeg.
BARNES' GRAPE JUICE
H. D. Marshall, Montreal.
BERST MFG. CO.—Tooth Picks.
R. G. Bedlington & Co., Ltd., Vancouver B.C.
BISTO
W. G. Patrick & Co., Ltd., Toronto.
BOSTON BROWN BREAD
W. G. Patrick & Co., Ltd., Toronto.

BOSTON MOLASSES CO.
Rose & Laflamme, Ltd., Montreal.
BRADSHAW, LIMITED
F. D. Cockburn Co., Winnipeg.
BECKWITH, J. L., Victoria, B.C.—Canned Sal-
mon.
H. P. Pennoek & Co., Ltd., Winnipeg.
BORDEN MILK CO., LIMITED
Wm. H. Dunn, Limited, Montreal.
Dunn-Hortop, Limited, Toronto.
Mason & Hickey, Winnipeg.
BENDORP'S COCOA
Wm. H. Dunn, Limited, Montreal.
B. & L. MFG. CO., Sherbrooke, Que.—Maple Leaf
Dirt Chaser.
H. P. Pennoek & Co., Ltd., Winnipeg.
BETZ & VAN HEIJST, Holland.
H. P. Pennoek & Co., Ltd., Winnipeg.
BONNER PACKING CO., Fresno, Cal.
W. H. Escott & Co., Winnipeg.
BON AMI CO., New York—Bon Ami Cake and
Powder.
The H. L. Perry Co., Winnipeg.
BIRDLAND SOCIETY, London, Ont.—Cottam's
Bird Seed and Gravel.
The H. L. Perry Co., Winnipeg.
BRITISH COLUMBIA HOP CO.
Donald H. Bain Co., Winnipeg.
A. P. Tippet & Co., Montreal.
BRODER CANNING CO., NEW WESTMINSTER,
B.C.
Mason & Hickey, Winnipeg.
BORDEAUX AND NEW YORK TRADING CO.
C. B. Hart, Reg., Montreal.
BOXES, LIMITED
Scott-Bathgate Co., Winnipeg.
A. BOUTILLIER & CO., CENTREVILLE, N.S.
Geo. Adam & Co., Winnipeg.
BULL DOG AMMONIA POWDER
J. L. Freeman & Co., Montreal.
BULL DOG CHLORIDE OF LIME
J. L. Freeman & Co., Montreal.
BUTTERFLY TINTING CO., Minneapolis.
Loggie, Sons & Co., Toronto.

C

CANADIAN CANNED GOODS
C. B. Hart, Reg., Montreal.
CALIFORNIA CANNED FRUIT
C. B. Hart, Reg., Montreal.
CALIFORNIA BEAN ASSOCIATION, OXNARD,
CALIFORNIA
W. H. Escott & Co., Winnipeg.
CALIFORNIA CANNERIES
Gaetz & Co., Halifax.
CALIFORNIA FRUIT GROWERS EXCHANGE,
Toronto
Teas & Persse, Winnipeg.
CALIFORNIA PACKING CORP., Griffin & Skelly
Co., Division and Del Monte Canned Goods.
Mason & Hickey, Winnipeg.
CALIFORNIA PACKING COR., "Green Plume"
Dried Fruits
Teas & Persse, Winnipeg.
CALIFORNIA PEACH GROWERS, INC.,
Donald H. Bain Co., Winnipeg.
CALIFORNIA ASSOCIATED RAISIN CO.
Donald H. Bain Co., Winnipeg.
CALIFORNIA PRODUCTS CO., San Francisco—
Canned Goods
H. P. Pennoek & Co., Ltd., Winnipeg.
CAMP COFFEE ESSENCE
Rose & Laflamme, Montreal.
CAMPBELL'S SOUPS
Rose & Laflamme, Montreal.
CAMPBELL, JOS., CO., Camden, N.J.—Camp-
bell's Soups (Sub-agency under Rose & La-
flamme, Montreal.)
The H. L. Perry Co., Winnipeg.
CANE, WM. & SONS, Newmarket, Ont.
Donald H. Bain Co., Winnipeg.
CANADA NUT CO., VANCOUVER.
Gaetz & Co., Halifax.
Mason & Hickey, Winnipeg.
CANADA STARCH CO.—Starch, Syrups, etc.
Mason & Hickey, Winnipeg.
J. C. CARPENTER FIG CO., Houston, Texas, U.S.
O'Loane, Kieley & Co., Ltd., Vancouver.
CANADA SAUCE & VINEGAR CO., St. Cath-
arines, Ont.
W. H. Escott & Co., Winnipeg.
CANADA WITCH CO., Soot Destroyer
C. T. Nelson, Victoria, B.C.
C. H. CATELLE CO., Ltd., Montreal
Teas & Persse, Winnipeg.
CHRISTIE, A. N. & Co., Newark, N.Y.
Gaetz & Co., Halifax.
CRESCENT MFG. CO.—Mapleine.
Mason & Hickey, Winnipeg.
D ACOSTA & CO.—Barbadoes Molasses.
West India Co., Montreal.
COFFEE
West India Co., Montreal.
COCOANUT OIL
C. T. Nelson, Victoria, B.C.
CONSUMERS' CORDAGE CO., Ltd., Montreal.
Lion Brand.
Teas & Persse, Winnipeg.
CORN PRODUCTS CO., Ltd., London, Ont.
T. M. Sibbald & Son, 311 King St. E., Toronto.
J. & G. COX, Ltd., Edinburgh, Scotland—Gelatine
Teas & Persse, Ltd., Winnipeg.
A. P. Tippet Co., Montreal.
CHARBONNEAU, Ltd.—Biscuits and Confection-
ery, Maple and Table Syrups.
The Robt. Gillespie Co., Vancouver.
A. Maclure & Co., Winnipeg.
CLARK, WM., Ltd., Montreal—Canned Meats.
Soups, Pork and Beans, etc.
W. L. Mackenzie & Co., Ltd., Winnipeg.
CASTLE BROS., San Francisco—Dried Fruits.
C. B. Hart, Reg., Montreal.
W. L. Mackenzie & Co., Ltd., Winnipeg.
CAVERLEY-PLUMER CO., Lynn, Mass.—Cream
of Tartar substitutes.
Watson & Truesdale, Winnipeg.
CRAWFORD'S BISCUITS
Howe, McIntyre & Co., Toronto.
CROSBY MOLASSES CO., St. John, N.B.
Watson & Truesdale, Winnipeg.
CROSSED FISH SARDINES
FREYSING CORK CO.
W. G. Patrick & Co., Toronto.
CURTIS OLIVE CORP., Los Angeles, Cal.—Ripe
Olives.
Watson & Truesdale, Winnipeg.
Rose & Laflamme, Ltd., Montreal.
CANADIAN MILK PRODUCTS CO., Toronto
W. H. Escott & Co., Winnipeg.
CANADIAN CANNERS, Ltd., Toronto
Donald H. Bain & Co., Winnipeg.
CANADIAN SALT CO., Windsor, Ont.
Windsor and Regal Salt.
H. P. Pennoek & Co., Ltd., Winnipeg.
CUDAHY PACKING CO., Ltd., Toronto—Old
Dutch Cleanser, Soups, Gem Lye.
Donald H. Bain & Co., Winnipeg.
CANADA MAPLE EXCHANGE, Montreal—
Maple Syrup and Sugar.
Scott-Bathgate Co., Winnipeg.
C. CERONI, Patras—Greek Currants.
Donald H. Bain & Co., Winnipeg.
CURTICE BROS. CO., Rochester—Blue Label
Catsups and Canned Goods.
Donald H. Bain & Co., Winnipeg.
Wm. H. Dunn, Ltd., Montreal.
CHURCH & DWIGHT, Ltd., Montreal
Teas & Persse, Winnipeg.
CALEY, A. J., & SON, LTD., Norwich, Eng.—
Christmas Stockings, Crackers and Choco-
lates.
Watson & Truesdale, Winnipeg.
CUTLER-TOWER CO., New York—Tootpickers.
Donald H. Bain & Co., Winnipeg.
CEREBOS SALT
W. G. Patrick & Co., Ltd., Toronto.
CANNED GOODS, ALL KINDS
H. P. Pennoek & Co., Ltd., Winnipeg.
CANADIAN SALT CO, Windsor, Ont—Windsor
and Regal Salt
H. P. Pennoek & Co., Ltd., Winnipeg.
CARNATION MILK PRODUCTS CO., Ltd., Ayl-
mer, Ont.
V. D. Marshall, Montreal.
R. S. McIndoe, Toronto.
Rose & Laflamme, Ltd., Montreal.
Teas & Persse, Ltd., Winnipeg.
CHOCO—KING MFG. CO., Hamilton, Ont.
Loggie Sons & Co., Toronto.
CLAQUOT SOUND CANNING CO., Victoria,
B. C.—Canned Salmon.
H. P. Pennoek & Co., Ltd., Winnipeg.
THE CROCKER MILLING CO., Ltd., Minneap-
olis, Minn.—Cornmeal.
The C. H. Grant Co., Winnipeg.

CREAMETTE CO., Minneapolis, Minn.—Macaroni, Vermicelli, etc.
Mason & Hickey, Winnipeg.
CROWN BROM WORKS, Vancouver, B.C.
Mason & Hickey, Winnipeg.
CRESCENT MFG. CO., Seattle
C. T. Nelson, Victoria, B.C.
CATELLI'S MACARONI
H. D. Marshall, Montreal.
CALIFORNIA CITRUS CREAM
H. D. Marshall, Montreal.
CASTLE BROS.—Dried Fruits.
C. B. Hart, Reg., Montreal.
CARR & CO., Ltd.
Wm. H. Dunn, Ltd., Montreal.
Dunn-Hortop, Ltd., Toronto.
COTTAM'S BIRD SEED CO.
Wm. H. Dunn, Ltd., Montreal.
CANADA THREAD MILLS, Ltd., Toronto.—
Thread.
Scott-Bathgate Co., Ltd., Winnipeg.
CATZ & CO., Rotterdam, Holland.—Carraway,
Poppy, and other seeds.
Scott-Bathgate Co., Ltd., Winnipeg.
J. CARAMANDANI CO., Ltd., Patras, Greece.—
Currants.
Scott-Bathgate Co., Ltd., Winnipeg.
CHRISTIE, BROWN & Co., Ltd., Toronto.—Bis-
cuits.
Scott-Bathgate Co., Ltd., Winnipeg.

D

DELTA TRADING CO., John E. Turton, Mon-
tré—Delight Flour.
J. L. Freeman & Co., Montreal.
DADELSZEN & CO., Bordeaux, France.—Shelled
Walnuts, Marbot Walnuts.
Scott-Bathgate Co., Ltd., Winnipeg.
DE BLOIS BROS., Charlottetown
Gaetz & Co., Halifax.
DEFIANCE CHECK PROTECTORS
W. G. Patrick & Co., Toronto.
DESICCATED COCOANUT
C. T. Nelson, Victoria, B. C.
DEVON & CO.—Ground Pepper and Ginger.
John E. Turton, Montreal.
DICKENSON, ALBERT, & CO., Minneapolis.—
Popping Corn, etc.
Donald H. Bain & Co., Winnipeg.
DISHER, C. E. & CO., Vancouver.—Tapioca,
Beans, Peanuts, Tapioca, Australian Honey.
H. P. Pennock & Co., Ltd., Winnipeg.
DOMINION BUTTON MFRS., Ltd., Kitchener.—
Ivory, Fresh Water and Ocean Pearl.
F. D. Cockburn Co., Winnipeg.
DOMINION BRUSH CO.—Brooms and Brushes.
H. P. Pennock & Co., Ltd., Winnipeg, Man.
DISTRIBUTORS
William Storage Co., Ltd., Winnipeg.
T. L. Perry Co., Ltd., Winnipeg.
DOMINION CANNERS, Ltd.
H. D. Marshall, Montreal.
Tees & Persse, Ltd., Winnipeg.
DOMINION CARAMEL CO., Ltd., Montreal.—
Diastatic Malt Flour for bakers.
Watson & Truesdale, Winnipeg.
DOMINION FISH CO., Ltd., Port Arthur.—
Lake Superior Herring.
Donald H. Bain Co., Winnipeg.
DOMINION CHICORY CO.
R. G. Bedlington & Co., Ltd., Vancouver, B.C.
DOMINION TEXTILE CO.
R. G. Bedlington & Co., Ltd., Vancouver, B.C.
DOMENECH'S VAL. RAISINS.—
Rose & Laflamme, Ltd., Montreal.
DEFIANCE PACKING CO., Vancouver, B.C.
C. H. Grant Co., Winnipeg.
DRIED FRUITS
C. B. Hart, Reg., Montreal.
DODWELL & CO., Ltd.
C. T. Nelson, Victoria, B.C.
DOMINION MOLASSES CO., Halifax
W. H. Escott & Co., Winnipeg.
DOMINION SALT CO., Ltd., Sarnia, Ont.
Donald H. Bain Co., Winnipeg.
DOMINION SUGAR CO.—Sugar.
Mason & Hickey, Winnipeg.
DOMINION TOBACCO CO., Montreal.—Tobacco,
Cigarettes.
Donald H. Bain Co., Winnipeg.
DOWNNEY, W. P., Montreal.—Cocoanut and Es-
sential Oils.
Watson & Truesdale, Winnipeg.
DRY EGG YOLK
C. T. Nelson, Victoria, B.C.
DUTCH TEA RUSKS
The Robert Gillespie Co., Winnipeg.

BWINELL-WRIGHT CO., Boston, Mass.
W. H. Escott Co., Winnipeg.
DUVAL SOAPS
A. Maclure & Co., Winnipeg.
DYER'S PORK AND BEANS, Vincennes, Ind.
Watson & Truesdale, Winnipeg.

E

EAGLE HARBOR PACKING CO., Vancouver
W. H. Escott & Co., Winnipeg.
EDDY, E. B., Co., Ltd., Hull, Que.
Tees & Persse, Ltd., Winnipeg.
ELMER CANDY CO., New Orleans
Gaetz & Co., Halifax
EGG ALBUMEN
C. T. Nelson, Victoria, B.C.
EGG-O BAKING POWDER
Little Bros., Vancouver, B.C.
EPFS, JAMES & CO., London, Eng.—Cocoa and
Chocolates.
F. D. Cockburn, Winnipeg.
ESSEX CANNING AND PRESERVING CO.,
Essex, Ont.—Canned Goods.
Mason & Hickey, Winnipeg.
EMPRESS MFG. CO., Vancouver, B.C.—Jams,
Pickles, etc.
H. P. Pennock & Co., Ltd., Winnipeg.
EVANS, COLEMAN & EVANS, Vancouver.—
Salmon.
Donald H. Bain Co., Winnipeg.
EVERTON TOFFEE
W. G. Patrick & Co., Toronto.
EXCELSIOR MACARONI CO., Winnipeg
Donald H. Bain Co., Winnipeg.
EDGE, WM., & SONS, LTD.
F. D. Cockburn Co., Winnipeg.
EUROPEAN CANNED GOODS
C. B. Hart, Reg., Montreal.

F

N. K. FAIRBANKS CO., Ltd., Montreal
Tees & Persse, Winnipeg.
FELS & CO., Philadelphia.—Fels Naptha Soap.
Donald H. Bain & Co., Winnipeg.
FEDERICO GARRET & CO., Malaga, Spain.
Olive Oil
Mason & Hickey, Winnipeg.
FLAVELLES, LTD., Lindsay.—Cheese, Honey,
Poultry.
W. L. Mackenzie & Co., Ltd., Winnipeg.
FREADS Ltd., Edmonton, Alta.—Non-alcoholic
Extracts.
Tees & Persse, Ltd., Winnipeg.
FREMO CEREAL CO., Minneapolis
W. H. Escott Co., Winnipeg.
FOSTER, CLARK, Ltd.—Custard Powders, H. D.
Health Salts, Lemonade Powders.
Howe McIntyre Co., Montreal.
Watson & Truesdale, Winnipeg.
FOSTER & HOLTERMAN, Brantford, Ont.—
Honey
Mason & Hickey, Winnipeg.
FRAME & CO., New York.—Spices, etc.
Donald H. Bain & Co., Winnipeg.
FORWARDERS
Williams Storage Co., Winnipeg.
H. L. Perry Co., Winnipeg.
FUNSTEN, R. E., DRIED FRUIT & NUT CO.,
St. Louis, Mo.—Pecans, etc.
Donald H. Bain & Co., Winnipeg.
FURNIVALL-NEW LTD., Hamilton.—Pure Jam.
The H. L. Perry Co., Winnipeg.
FRENCH CASTILE SOAP
A. P. Tippet & Co., Montreal.
FOLEY, R. E. (Raisins), Fresno, California
Watson & Truesdale, Winnipeg.
FUGITA & CO.
W. H. Escott & Co., Winnipeg.
C. B. Hart, Reg., Montreal.
FREYSING CORK CO.
R. G. Bedlington & Co., Ltd., Vancouver, B.C.

G

GEORGE & BRANDAY, Kingston, Jamaica.—
Pimento, Jamaica Ginger.
Scott-Bathgate Co., Ltd., Winnipeg.
GELATINE, GROUND
W. G. Patrick & Co., Toronto.
GINGER
West India Co., Montreal.
GINGER IN JARS AND TINS
W. G. Patrick & Co., Ltd., Toronto.
GLUTEN FLOUR
Howe McIntyre & Co., Montreal.
GRAPE NUTS
W. H. Dunn, Ltd., Montreal.
The C. H. Grant Co., Winnipeg.
(Sask. and Alberta.)
GRIFFITH DUNEY CO., San Francisco.—Can-
ned Goods, Salmon, etc.
Donald H. Bain & Co., Winnipeg.

GOLDEN GATE FRUIT CO., New York.

Gaetz & Co., Halifax.

A. GOLDMARK & SONS Peas, Beans, Sardines.
John E. Turton.

GRACE, W. R. & CO., New York.—Coffee.
Watson & Truesdale, Winnipeg.

GRANBY ELASTIC WEB CO., Granby, Que.
Elastic Webs and Cords, Fine Garter and Sus-
pender Webs.
F. D. Cockburn, Winnipeg.

GIBSON, ROBT. & SONS
The Robert Gillespie Co., Vancouver.

GILLESPIE'S OATCAKES
D. A. Maclure & Co., Winnipeg.

GOODWILLIES, Ltd.—Preserved Fruits (East-
ern Canada.)
Rose & Laflamme, Montreal.

GOODWIN'S IVORY SOAP—Toilet Soap.
Howe, McIntyre & Co., Montreal.

GORMAN, ECKERT & Co., London. Olives.
Spices.
Mason & Hickey, Winnipeg.

GRIFFIN & SKELLEY.—Dried Fruits.
Mason & Hickey, Winnipeg.
A. P. Tippet & Co., Montreal.

THE GUGGENHEIM CO., San Francisco, Cal.—
Dried Fruits, Nuts, etc.
The C. H. Grant Co., Winnipeg.
Rose & Laflamme, Ltd., Montreal.

THE GRAHAM CO., Ltd., Belleville, Ont.—Evap-
orated Apples, Dessicated Vegetables.
Donald H. Bain Co., Winnipeg.

GOLD SEAL FLOUR
H. D. Marshall, Montreal.

GRANGER & CO.—Coffee.
C. B. Hart, Reg., Montreal.

GARCIE & MAGGINI CO., San Francisco.—
Dried Fruits.
Watson & Truesdale, Winnipeg.

GULDEN'S MUSTARD
W. G. Patrick & Co., Toronto.
John E. Turton, Montreal.

GRANT'S SCOTCH OATMEAL
Rose & Laflamme, Ltd., Montreal.

H

HANSEN'S JUNKET AND BUTTERMILK
TABLETS
Loggie Sons & Co., Toronto.
O'Loane, Kiely & Co., Vancouver.

HANSEN'S PURE FOOD COLOR
Loggie Sons & Co., Toronto.

HANSEN'S RENNET TABLETS
Loggie Sons & Co., Toronto.

HANSEN'S CHEESE AND BUTTER COLOR
TABLETS
Loggie Sons & Co., Toronto.

GEORGE HODGE & SON, Montreal
C. H. Grant Co., Winnipeg.

HADDIES, GOLDEN
Howe, McIntyre & Co., Montreal.

HERBERT'S BREAKFAST CEREALS
A. Maclure & Co., Winnipeg.

RICHARD HUDNUT PERFUME CO.
Wm. H. Dunn, Limited, Montreal
Dunn-Hortop, Ltd., Toronto.

HAMILTON COTTON CO., Hamilton, Ont.—
Twine, Clothes Lines, Lamp Wicks, etc.
Scott-Bathgate Co., Ltd., Winnipeg.

HAWAIIAN PINEAPPLE
W. G. Patrick & Co., Toronto.

HEAVY CHEMICALS
C. B. Hart, Reg., Montreal.

HENDERSON & CO., Ceylon.—Ceylon Teas.
H. P. Pennock & Co., Winnipeg.

HICKMOTT CANNING CO.—Canned Asparagus.
C. B. Hart, Reg., Montreal.

HYSLOP'S JAMS
T. M. Sibbald & Son, 311 King St. E., Toronto.

HILLS BROS., New York.—Royal, Excelsior
and Dromedary Dates, Currants.
Donald H. Bain Co., Winnipeg.

HARD & HAND, Inc., New York.—Coffees.
Donald H. Bain Co., Winnipeg.

H. P. SAUCE
W. G. Patrick & Co., Ltd., Toronto.

HARRY HORNE CO., Toronto.—Health Salts and
Custard.
Gaetz & Co., Halifax.
The A. Maclure Co., Winnipeg.

HARPER-PRESNAIL CIGAR CO.—Cigars.
Mason & Hickey, Winnipeg.

HAZARD & CO., New York, U.S.A.—Rock Salt.
H. P. Pennock & Co., Ltd., Winnipeg.

HOLLINGSHEAD TOFFEE
A. Maclure & Co., Winnipeg.

H. O. CO., Hamilton.—Force.
Tees and Persse, Ltd., Winnipeg.
S. J. HOUTEN & JOON, Weesp, Holland.—
Cocoa.
Scott-Bathgate Co., Ltd., Winnipeg.

HONEY

C. B. Hart, Reg., Montreal.
Howe, McIntyre & Co., Montreal.
C. T. Nelson, Victoria, B.C.

HUNT BROS., San Francisco.—Canned Fruits,
Hawaiian Pineapple.
Donald H. Bain Co., Winnipeg.

HUNTLEY & PALMERS, Ltd.
Rose & Laflamme, Ltd., Montreal.

I

INGERSOLL PACKING CO.—Cheese, Meats.
Gaetz & Co., Halifax.
Mason & Hickey, Winnipeg.

IMPERIAL RICE MILLING CO., Vancouver,
B.C.—Rice.
Scott-Bathgate Co., Ltd., Winnipeg.

ICY-HOT MFG. CO., Cincinnati, O.—Thermos
Goods.
H. P. Pennock & Co., Ltd., Winnipeg.

INSTANTANEOUS TAPIOCA
Howe, McIntyre & Co., Montreal.

ISINGLASS
C. T. Nelson, Victoria, B.C.

INTERNATIONAL STOCK FOOD CO., Toronto.—
Stock Food.
Scott-Bathgate Co., Winnipeg.

J

JARDINE, MATHESON & CO., Ltd., New York
Watson & Truesdale, Winnipeg.

THE JERVIS INLET CO., Steveston, B.C.—Can-
ned Salmon.
The C. H. Grant Co., Winnipeg.

W. & R. JACOB & CO., LTD., Dublin, Ireland.—
High Class Biscuits.
Watson & Truesdale, Winnipeg.

JIRCH FOOD 'CO., Maitland, Ont.
F. D. Cockburn Co., Winnipeg.

JIRCLE WHEAT AND BARLEY
Howe, McIntyre & Co., Montreal.

K

KERR BROS., Toronto
F. D. Cockburn Co., Winnipeg.

KEMBALL, BISHOP & CO., London, England.—
Citric and Tartaric Acid.
Scott-Bathgate Co., Ltd., Winnipeg.

KEENAN WOODENWARE MFG. CO., Owen
Sound
Tees & Persse, Ltd., Winnipeg.

W. K. KELLOGG CO., Toronto.—Dominion Corn
Flakes, Krumbles, Rice Flakes, etc.
Mason & Hickey, Winnipeg.

KELLY CONFECTION CO., Vancouver, B.C.—
Molasses
Mason & Hickey, Winnipeg.

KING BEACH MFG. CO., Mission City, B.C.—
Jams and Jellies.
Mason & Hickey, Winnipeg.

KELLOGG'S TOASTED CORN FLAKES
H. D. Marshall, Montreal.
T. M. Sibbald & Son, Toronto, Ont.

L

LOCK, LANCASTER & JOHNSTON, London,
England.—Tea Lead.
Scott-Bathgate Co., Ltd., Winnipeg.

LEA BROS.—Pickles.
The A. Maclure Co., Winnipeg.

LEA & PERRINS, Worcester, Eng.—Worcester-
shire Sauce.
H. P. Pennock & Co., Ltd., Winnipeg.

LANGE CANNING CO., Eau Claire, Wis.—Can-
ned Goods.
The C. H. Grant Co., Winnipeg.

LESLIE SALT REFINING CO.
R. G. Bedlington & Co., Ltd., Vancouver, B.C.

LUMMIS & CO., Suffolk, Va., and Philadelphia.
—Peanuts.
The C. H. Grant Co., Winnipeg.
Watson & Truesdale, Winnipeg.
(Sask. and Alberta.)

LOGGIE, A. R., & CO., Loggieville, N.B.—Eagle
Lobsters, Blueberries.
Loggie Sons & Co., Toronto, Ont.
Mason & Hickey, Winnipeg.

LOBSTER PASTE

W. G. Patrick & Co., Ltd., Toronto.

LIBERTY CHERRIES IN MARASCHINO
W. G. Patrick & Co., Toronto.

LIBERTY OATS

J. L. Freeman & Co., Montreal.

LOGGIE, A. R., & CO., Loggieville, N.B.—Eagle
Brand Lobsters, Clams, Blueberries.
Donald H. Bain Co., Winnipeg.

LAING PRODUCE AND STORAGE CO., Brock-
ville.
Watson & Truesdale, Winnipeg.

LAUGHLIN'S LEMON JUICE
H. G. Marshall, Montreal.

LION BRAND VINEGAR, Montreal
T. M. Sibbald & Son, 311 King St. E., Toronto.

LIEBENTHAL BROS. & CO., Cleveland.—Hump-
ty Dumpty Lumps.
F. D. Cockburn Co., Winnipeg.

M

MALONE OIL CO
W. G. Patrick & Co., Toronto.

MACKAY, JOHN, & CO., LTD.—Barley.
The Robert Gillespie Co., Vancouver.

FRED NAGLE, Port Elgin, N.B.
W. H. Escott Co., Winnipeg

THE MENDLESON CORPORATION.—Heavy
Chemicals.
C. B. Hart, Reg., Montreal.

MACDONALD, W. C., Reg., Montreal.—Tobaccos.
W. L. Mackenzie & Co., Ltd., Winnipeg.

MEEHAN, THOS. J. & CO., Baltimore.—Canned
Goods.
W. L. Mackenzie & Co., Ltd., Winnipeg.

MANFORD SCHIER, Dunnville, Ont.—Evaporated
Apples.
Mason & Hickey, Winnipeg.

MAPLES, Ltd., Toronto
W. H. Escott & Co., Winnipeg.

MASON, EHRHMAN & CO., Portland, Ore.—
Oregon Prunes.
Watson & Truesdale, Winnipeg.

MICHIGAN TEA RUSK CO.—Dutch Tea Rusks.
The Robert Gillespie Co., Vancouver.
The A. Maclure Co., Winnipeg.

MAINE CORN
Rose & Laflamme, Ltd., Montreal.

McCLINTON, Ltd., Donaghmore, Ireland.—High
Grade Soaps.
Watson & Truesdale, Winnipeg.

MacNUTT & SON, PETER, Malpeque, P.E.I.—
Canned Chicken and Lobsters.
F. D. Cockburn, Winnipeg.

MARTIN & ROBERTSON, Ltd., Vancouver, B.C.
Rice, etc.
The C. H. Grant Co., Winnipeg.

MAPLE-FLAKE MILLS, Battle Creek, Mich.—
Cereals.
The C. H. Grant Co., Winnipeg.

MARSHMALLOW CREME
W. G. Patrick & Co., Ltd., Toronto.

MEIJI TRADING CO., Ltd., Montreal
C. H. Grant Co., Winnipeg.

MONTREAL BISCUIT CO.
Gaetz & Co., Halifax, N.S.

MUSHROOMS
W. G. Patrick & Co., Limited, Toronto.

MYERS & SON, F. L., Jamaica.—Spices.
H. P. Pennock & Co., Ltd., Winnipeg.

GEO. MOLLISON & SONS.—Potted Meats.
John E. Turton, Montreal.

MOLASSES
H. P. Pennock & Co., Ltd., Winnipeg.
West India Co., Montreal.

MONTREAL NUT AND BROKERAGE CO.
—Salted Peanuts, Almonds and Filberts.
Loggie, Sons & Co., Toronto, Ont.

MALCOLM CONDENSING CO., St. George, Ont.
—Evaporated Milk, etc.
Loggie, Sons & Co., Toronto, Ont.

MARSH'S GRAPE JUICE (Quebec Province).
Rose & Laflamme, Ltd., Montreal.

MACLAREN IMPERIAL CHEESE CO., Toronto.
—Cream Cheese, Peanut Butter, Mustard,
Dessert Jellies.
Watson & Truesdale, Winnipeg.

MARITIME FISH CORPORATION, Ltd., Mon-
treal.—Fresh, Frozen and Smoked Fish.
Watson & Truesdale, Winnipeg.

McMEEKIN & CO., London, Eng.—Teas,
Donald H. Bain Co., Winnipeg.

MILLAR BROS. CO., Montreal.
Tees & Persse, Ltd., Winnipeg.

MOUNT ROYAL MILLING CO.
Tees & Persse, Ltd., Winnipeg.

MONKLAND OATS
H. D. Marshall, Montreal.

MACE
West India Co., Montreal.

CHAS. MUELLER & CO., Waterloo, Ont.
W. H. Escott & Co., Winnipeg.

MUTUM PACKING CO.—Cake Flour.
John E. Turton, Montreal.

N

NATIONAL LICORICE CO.
Wm. H. Dunn, Ltd., Montreal.
Mason & Hickey, Winnipeg.

NICHOLSON & BROCK, Toronto.—Bird Seed.
Mason & Hickey, Winnipeg.

NEW METHOD BROOM CO.
A. Maclure & Co., Winnipeg.

NORWEGIAN CANNERS' EXPORT CO., Nor-
way.—Sardines.
H. P. Pennock & Co., Winnipeg.

NORTH ONTARIO PACKING CO., California.
—Dried Fruits.
H. P. Pennock & Co., Winnipeg.

NORFOLK STORAGE CO., Virginia.—Peanuts.
H. P. Pennock & Co., Winnipeg.

NORMANNA IMPORTING CO.—Imported Can-
ned Goods.
C. B. Hart, Reg., Montreal.

NEW YORK & BORDEAUX TRADING CO.—
Imported Canned Goods.
C. B. Hart, Reg., Montreal.

NOVELTY RUBBER SALES CO.—Balloons, etc.
The Robert Gillespie Co., Vancouver.
A. Maclure Co., Winnipeg.

NUTMEGS
West India Co., Montreal.

NUTS
West India Co., Montreal.
C. B. Hart, Reg., Montreal.

NEW SELPHOSA SALT CO.—Paokage Salt.
John E. Turton, Montreal.

O

ORIENTAL PRODUCTS
C. N. Nelson, Victoria, B.C.
S. Tamura, Vancouver, B.C.

G. T. OLIVIER, Medicine Hat, Alta. (O.K.Toffees)
Watson & Truesdale, Winnipeg.

O'LOANE, KIELY & CO.—Oriental Products.
John E. Turton, Montreal.

OLIVER SALT CO.
R. G. Bedlington & Co., Ltd., Vancouver, B.C.

O'LEARY & LEE.—Canned Lobsters.
C. B. Hart, Reg., Montreal.

OREGON PRUNES
Rose & Laflamme, Ltd., Montreal.

P

PEANUTS
C. T. Nelson, Victoria, B.C.

PEANUT SALAD OIL
Howe, McIntyre & Co., Montreal.

PEANUTS
S. Tamura, Vancouver, B.C.

PEANUTS, SALTED.
Howe, McIntyre & Co., Montreal.

PEAS
S. Tamura, Vancouver, B.C.

PRYTZ & CO., Alicante, Spain.—Shelled Almonds.
Scott-Bathgate Co., Ltd., Winnipeg.

PATERSON, SIMONS & CO., Singapore.—Tapi-
oca, Sage, Pepper, Nutmegs, Pineapples.
Scott-Bathgate Co., Ltd., Winnipeg.

PAN CONFECTION FACTORY, Chicago, Ill.—
Confectionery.
Scott-Bathgate Co., Ltd., Winnipeg.

PIN MONEY PICKLES
Howe, McIntyre & Co., Montreal.

POSTUM CEREAL CO., LTD.
W. H. Dunn, Ltd., Montreal.

PEERLESS OYSTER CO., Baltimore, Md.
W. H. Escott & Co., Winnipeg.

PEERLESS CEREAL MILLS, Woodstock, Ont.
J. L. Freeman, Montreal.

PARKINSON ROLLED OATS CO., Thornbury,
Ont.
T. M. Sibbald & Son, 311 King St. E., Toronto.

PARSONS' AMMONIA
Rose & Laflamme, Ltd., Montreal.

STAG

CHEWING TOBACCO

"Ever-lasting-ly Good"

Every dealer wants sales

---more sales---steady sales---new customers---quick
turnovers.

These are the secrets
of successful retailing.

STAG chewing
tobacco is the
plug that builds
big business.



STAG is a trade-
winner and a
profit-maker.

Order it at your wholesaler's.



PARKER BROOM CO., Ottawa
McLay Brokerage Co., Winnipeg.

PEAK FREAN CO., London, Eng.
W. H. Escott Co., Winnipeg.

JAMES PASCALL CO., London, Eng.
W. H. Escott Co., Winnipeg.

PRESERVED GINGER
C. T. Nelson, Victoria, B.C.

PORTER'S BABY FOOD
A. Maclure Co., Winnipeg.

PORT DOVER CANNING CO., Port Dover, Ont.
W. H. Escott & Co., Winnipeg.

POULTON & NOEL'S
Rose & Laflamme, Ltd., Montreal.

PROCTOR & GAMBLE CO., Crisco, Soaps, etc.
Mason & Hickey, Winnipeg.

PUGSLEY, DINGMAN & CO., Comfort Soap,
Ammonia Powder, Kleano Soap, Dingman's
Ideal Blue, etc.
F. D. Cockburn, Winnipeg.

PHEZ LOGANBERRY JUICE
Donald H. Bain Co., Winnipeg (West. Can.)
Rose & Laflamme, Ltd., Montreal (Eas. Can.)

PATERSON, R., & SONS, Glasgow.—Camp Coffee
W. L. Mackenzie & Co., Ltd., Winnipeg.

PIONEER LIVE STOCK PRODUCTS, London,
Ont.—Bird Seed, Stock Foods.
Donald H. Bain Co., Winnipeg.

POSTUM CEREAL CO., Battle Creek, Mich.—
Postum, Grape Nuts, Post Toasties, etc.
Donald H. Bain Co., Winnipeg.

H. J. PRINCE & CO.,
R. G. Bedlington & Co., Ltd., Vancouver, B.C.

J. L. PRESCOTT & CO., New York.—Rising
Sun Stove Polish, X-ray Polish.
Donald H. Bain Co., Winnipeg.

PURITY CROSS PRODUCTS
W. G. Patrick & Co., Toronto.

A. PUCCINI & CO., St. Catharines, Ont.
W. H. Escott & Co., Winnipeg.

Q

QUAKER CANDY CO., Toronto.
F. D. Cockburn Co., Winnipeg.

QUEBEC PRESERVING CO., Jams, etc.
John E. Turton, Montreal.

R

RAW SUGARS
H. P. Pennock & Co., Ltd., Winnipeg.
West India Co., Montreal.

RELEG
Loggie, Sons & Co., Toronto.

ROCHESTER CANDY WORKS, Rochester, N.Y.
—Royal Delcra Marshmallows.
F. D. Cockburn, Winnipeg.

ROGERS, WM., & CO., Denia, Spain.—Valencia
Raisins.
Mason & Hickey, Winnipeg.

ROBERTSON BROS., LTD., Toronto.—Confec-
tionery.
Scott-Bathgate Co., Ltd., Winnipeg.

RIT SOAP DYES
Loggie, Sons & Co., Toronto.

RALSTON'S WHEAT FOOD
J. L. Freeman & Co., Montreal.

ROWNTREE CO., York, Eng.—Confectionery.
Scott-Bathgate Co., Ltd., Winnipeg.

REEDSBURG CANNING CO., Reedsburg, Wis.—
Canned Goods.
The C. H. Grant Co., Winnipeg.

ROMAN MEAL CO., West Toronto
Gaetz & Co., Halifax.
O'Loane, Kiely & Co., Ltd., Vancouver, B.C.
Tees & Persse, Ltd., Winnipeg.

RICE
West India Co., Montreal.
C. B. Hart, Reg., Montreal.
S. Tamura, Vancouver, B.C.

RED WING GRAPE JUICE
Dunn-Hortop, Ltd., Toronto.

ROBERT HOOD MILLS, Ltd.,
Wm. H. Dunn, Ltd., Montreal.
Dunn-Hortop, Ltd., Toronto.

ROLA EGG POWDER
Rose & Laflamme, Ltd., Montreal.

ROBIN, JONES & WHITMAN, Ltd., Lunenburg,
N.S.—Dried Fish.
Watson & Truesdale, Winnipeg.

ROSENBERG BROS. & CO., San Francisco.—
Dried Fruits, Nuts.
C. B. Hart, Montreal.
C. T. Nelson, Victoria, B.C.

S

SANITARIS CO., Ltd., Mineral Water.
John E. Turton, Montreal.

SEWARDS, Ltd., Montreal.—Toilet Soaps.
The Robt. Gillespie Co., Vancouver.
The A. Maclure Co., Winnipeg.

ST. LAWRENCE SUGAR REFINERIES, Ltd.,
Montreal
Tees & Persse, Ltd., Winnipeg.

ST. LAWRENCE STARCH CO., Ltd., Port Cre-
dit, Ont.
Tees & Persse, Ltd., Winnipeg.

SNAP CO., Ltd., Montreal
Tees & Persse, Ltd., Winnipeg.

SMALLS, Ltd., Montreal.—Maple Syrup.
Donald H. Bain Co., Winnipeg.

SMITH, E. D. & SON, Ltd., Winona, Ont.—
Jams, Jellies, Marmalade, etc.
Wm. H. Dunn, Ltd., Montreal.
Watson & Truesdale, Winnipeg.

STANDARD REMEDIES
A. Maclure & Co., Winnipeg.
STEWART BROS., Essential Oils.
R. G. Bedlington & Co., Ltd., Vancouver, B.C.

STORAGE
H. L. Perry Co., Winnipeg.
Williams Storage Co., Winnipeg.

SEA CREST LOBSTERS
Rose & Laflamme, Ltd., Montreal.

SMITH & PROCTOR, Halifax,—Bluenose Butter
in tins.
Watson & Truesdale, Winnipeg.

SMITH, N. & M., Halifax,—Herring in Barrels,
etc.
Watson & Truesdale, Winnipeg.

SNOW CAP PILCHARDS
C. T. Nelson, Victoria, B.C.
Tees & Persse, Ltd., Winnipeg.

STUART, FOSTER, Toronto
W. H. Escott Co., Winnipeg.

STERLING CHOCOLATE CO, Ltd., Montreal.—
Turkish Delights and Marshmallows.
Watson & Truesdale, Winnipeg.

SEALY, JOHN, St. John, N.B.,—Salt Fish.
Donald H. Bain Co., Winnipeg.

SABATER & CO., Reus, Spain.—Tarragona Alm-
onds, Filberts.
Scott-Bathgate Co., Ltd., Winnipeg.

SANDBACH TINNE & CO., Nuts, etc.
West India Co., Ltd., Montreal.

SANDBACH, PARKER & CO., Sugars.
West India Co., Ltd., Montreal.

SHARWOOD & CO.,
Rose & Laflamme, Ltd., Montreal.

SHURLY & DERRETT, Ltd., Toronto.—Ropes,
Twines, Clothes Lines, Tennis Nets, etc.
F. D. Cockburn, Winnipeg.

WM. SYMINGTON & CO., Market Harborough,
Eng.—Custard Powder, Soups, Pea Flour.
F. D. Cockburn, Winnipeg.

SNOWFLAKE AMMONIA
Howe, McIntyre Co., Montreal.

SUNLIT FRUIT CO., Canned Fruits.
C. B. Hart, Reg., Montreal.

STOP-ON SHOE POLISH
J. L. Freeman & Co., Montreal.

SUNBEAM BRAND FOOD PRODUCTS
John E. Turton, Montreal.

SWAIZEMA
Loggie Sons & Co. Toronto.

T

TECO PANCAKE MIXTURES
H. D. Marshall Montreal.

JOHN TAYLOR & CO., Toronto.—Taylor's Borax
Soap and Soap Powder, Infant's Delight
Soap, Perfume, Cologne, Toilet Water and Tal-
cum Powder.
F. D. Cockburn Winnipeg.

W. A. TAYLOR & CO. Winnipeg.—Horse Radish
Relishes.
Mason & Hickey, Winnipeg.

TEA, India, Ceylon and China.
Watson & Truesdale, Winnipeg.

THAMES CANNING CO., Thamesville, Ont. —
Canned Goods.
The C. H. Grant Co., Winnipeg.

THEROZ FUEL CUBES AND STOVES
W. G. Patrick & Co., Toronto.

THE TURTLE MT. MILLING CO., Boissevain,
Man.—Flour and Feed.

The C. H. Grant Co., Winnipeg.

TRENOR & CO., Valencia, Spain. — Valencia
Raisins.
Scott-Bathgate Co., Winnipeg.

MATT. THOMPSON CO., Winnipeg. Fruit
Cakes.
The Robert Gillespie Co., Vancouver.
The A. Maclure Co., Winnipeg.

O. & W. THUM CO., (Tanglefoot), Grand Rap-
ids, U.S.A.

Tees & Persse, Ltd., Winnipeg.
Rose & Laflamme, Ltd., Montreal.

THISTLE BRAND CANNED FISH
A. P. Tippet & Co., Montreal.

THORNTON & CO., Malaga, Spain.—Blue Fruits
and Almonds.
Mason & Hickey, Winnipeg.

TORBITT & CASTLEMAN CO., Louisville, Ky.
—Molasses and Syrup.
Tees & Persse, Ltd., Winnipeg.

TOKSTED BURGER CO., Imported Canned
Goods.
C. B. Hart, Reg., Montreal.

TUCKETTS Ltd., Hamilton.—Cigars, Tobacco.
Tees & Persse, Ltd., Winnipeg.

TURMERIC
C. T. Nelson, Victoria, B.C.

TURNER WINE CO., Toronto.
W. H. Escott & Co., Winnipeg.

TOOTH'S EXTRACT OF MEAT CO. "Verox"
Fluid Beef and Soup.
John E. Turton, Montreal.

U

UPTON'S JAMS
Gaetz & Co., Halifax, N.S.
Rose & Laflamme, Ltd., Montreal.
Scott-Bathgate Co., Winnipeg.
Schofield & Beer, St. John, N.B.

V

VAN DYK, EDMUND, CO., New York
Gaetz & Co., Halifax.

VENIERE, P., Montpelier, France.—Cream of
Tartar.
Scott-Bathgate Co., Ltd., Winnipeg.

VAN HOUTON COCOA
R. G. Bedlington & Co., Ltd., Vancouver, B.C.

VAN CAMP PRODUCTS CO., Indianapolis, Ind.
W. H. Escott & Co., Winnipeg.

W

WAGSTAFF, LTD., Hamilton, Ont.
W. H. Escott & Co., Winnipeg.

WADDELL PRESERVING CO., Brantford, Ont.
—Jams, Marmalades, etc.
Loggie Sons & Co., Toronto.
A. Maclure & Co., Winnipeg.

WAVE KIST, TUNA FISH
W. G. Patrick & Co., Toronto.

WETHEY, J. H., Ltd., Mince Meat, Jams, etc.
Mason & Hickey, Winnipeg.

WHITNEY, J. C., Co., Chicago and Japan. —
Japan Tea.
Scott-Bathgate Co., Ltd., Winnipeg.

WHITE, COTTELL & CO., Malt Vinegar, Wor-
cester Sauce, etc.
John E. Turton, Montreal.

WEST, FRED J., Inc., New York.—Coffee.
Scott-Bathgate Co., Ltd., Winnipeg.

WESTERN SALT CO., Courtright, Ont.
Tees & Persse, Ltd., Winnipeg.

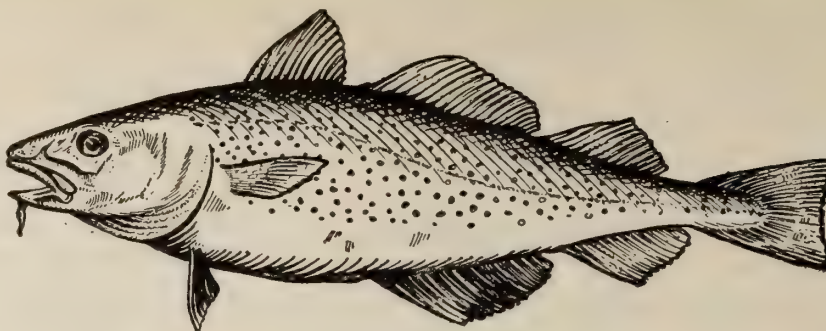
WEST, TAYLOR, BICKLE & CO., Ltd., Norwich,
—High Class Brooms.
Watson & Truesdale, Winnipeg.

WASHBURN-CROSBY CO., Minneapolis.—Corn
Meal, Rye Flour.
Donald H. Bain Co., Winnipeg.

WILLAMETTE VALLEY PRUNE ASS'N, Salem,
Ore.—Prunes, Dried Loganberries.
Donald H. Bain Co., Winnipeg.

WHITE SWAN SPICES & CEREALS, Ltd., To-
ronto
W. H. Escott & Co., Winnipeg.

GEO. F. WILMANN.—Coffee.
John E. Turton, Montreal.



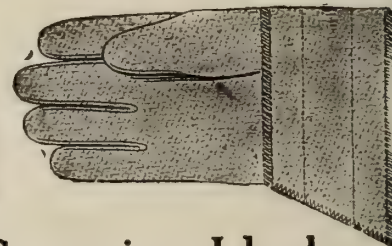
What about your supply of FISH for the summer trade

Leave us your standing order. We will ship regularly. And the best quality.

D. HATTON COMPANY - MONTREAL

For any little household jobs like this

TAPATCO
REGISTERED BRAND TRADE MARK



GLOVES are just Ideal

The men of your town will soon be busily engaged in the season's annual activities—putting up screens and awnings, raking up the yard, sprinkling the lawn and planting the garden.

You can meet everybody's requirements with a TAPATCO stock. They are made in Gauntlet, Knit Wrist and Band Top Styles, heavy, medium and light, Leather Tip, and Leather Faced Gloves, Slate and Oxford.

Ask your jobber

The
American Pad & Textile Co.
Chatham, Ont.



WHO MAKES



A Directory of Lines Made by Advertisers. Compiled from information furnished by these firms for the use of Readers of CANADIAN GROCER.

Notice to Readers:—To find who makes the grocery line you want, look under the heading for that class of goods. In most cases the brand name is given as well as the firm name and address of the manufacturer. If the line you want is not listed in this directory, write THE CANADIAN GROCER, and our Service Department will try to get the information for you.

See directory of store equipment advertisers for lines of equipment and fixtures on page 39. That directory faces Equipment Section in this issue.

ABBEY'S EFFERVESCENT SALT

The Abbey Effervescent Salt Co., Montreal.

ALUM

R. G. Bedlington & Co., Vancouver.

ALMONDS (Roasted and Salted)

Montreal Nut & Brokerage Co., Montreal.

ANCHOR CAPS

Anchor Cap & Closure Corp., Toronto.

ANCHOVY PASTE

Watson Bros., Fishing & Packing Co., Vancouver B.C.

E. W. Jeffress Ltd., Walkerville, Ont.

APPLES

Peters, Duncan Co., Toronto.
Fancy, Oregon Apples, British Columbia

Apples—

Hugh Walker & Son, Guelph.

APPLE CIDER

Annapolis Valley Cyder Co., Bridgetown, N.S.
Blackwoods Ltd., Winnipeg.

APPLE CIDER SYRUP

E. W. Jeffress Ltd., Walkerville, Ont.

AMMONIA POWDER

Snowflake Ammonia Powder—
S. F. Lawrason & Co., London.

AMMONIA (Household)

Kelly Confection Co., Vancouver, B.C.

AUSTRALIAN TALLOW

O'Loane, Kiely Co., Vancouver.

ARROWROOT

West India Co., Ltd., Montreal.

ADAMS ROOT BEER

Parke & Parke, Ltd., Hamilton, Ont.

ADAMS GINGER BEER

Parke & Parke Ltd., Hamilton, Ont.

AWNINGS, TENTS

Edmonson & Petch, Ottawa.

BACON

Wm. Davies Co., Ltd., Toronto.
F. W. Fearman & Co., Hamilton, Ont.
Gunns Ltd., West Toronto.
Swift Canadian Co., Toronto.
J. M. Schneider & Sons, Kitchener.
Harris Abattoir Co., Toronto.

BAGS, PAPER

E. B. Eddy Co., Hull, Que.
Walter Woods & Co., Hamilton.

BAGS (Second-Hand)

E. Pullan, Toronto.

BAGS, EMPTY GLASSINE (for Salted Peanuts)

Bayle Food Products, St. Louis, Mo.

BAKED BEANS

W. Clark Ltd., Montreal.
H. J. Heinz Co., Toronto.
Dominion Canners Ltd., Hamilton.

BAKERS' SPECIALTIES

E. W. Jeffress Ltd., Walkerville, Ont.

BAKING POWDERS

Blackwoods Ltd., Winnipeg.
F. F. Dalley Corporation Ltd., Hamilton.
Egg-O Baking Powder Co., Hamilton.

BAKING SODA

Church & Dwight, Montreal.

BANANAS

Hugh Walker & Son, Guelph.

BANANA FRUIT FOODS

Anerley, London, England.

BARLEYS

Jno. MacKay Co., Bowmanville, Ont.
Western Canada Flour Mills, Toronto.

BARRELLED PORK AND BEEF

The Wm. Davies Co., Toronto, Ont.
Swift Canadian Co., Toronto.

BARRELLED FISH

Gosse-Millerd & Co., Vancouver, B.C.

BATHTUBS (Indurated)

E. B. Eddy Co., Hull, Que.

BARREL COVERS

The E. B. Eddy Co., Hull, Canada.

BEANS, DRIED (Oriental and Domestic)

O'Loane, Kiely Co., Vancouver.
Fujita & Co., Vancouver.

BASKETS

Walter Woods & Co., Hamilton.

BEEF

F. W. Fearman & Co., Hamilton, Ont.
Gunns Ltd., Toronto.
Swift Canadian Co., Toronto.

BEEF BOUILLON

E. W. Jeffress Ltd., Walkerville.

BEEF EXTRACT

E. W. Jeffress, Walkerville, Ont.

BEEF CUTS

J. M. Schneider & Sons, Ltd., Kitchener.

BEEFSTEAK AND ONIONS

W. Clark, Limited, Montreal.

BEEFSTEAK SAUCE

H. J. Heinz Co., Toronto.

BLOATER PASTE

Watson Bros., Fishing & Packing, Vancouver

BISCUITS

Huntley & Palmers Ltd., London, Eng.
McCormick Mfg. Co., London, Ont.
Vogans Ltd., Toronto, Ont.

BLUE

Keen's & Colman's Blue—
Magor, Son & Co., Montreal.
Ocean Blue—
Hargreaves (Canada), Ltd., Toronto.

BOLOGNA

Wm. Davies Co., Ltd., Toronto.
Gunns Ltd., Toronto.
Swift Canadian Co., Toronto.
F. W. Fearman & Co., Hamilton, Ont.
Harris Abattoir Co., Toronto, Ont.

BONELESS CHICKEN

Clark's Boneless Chicken—
W. Clark, Limited, Montreal.

BONELESS AND PREPARED FISH

D. Hutton Co., Montreal.
O'Loane, Kiely Co., Vancouver, B.C.

BONELESS PIGS FEET

W. Clark Ltd., Montreal.

BOND'S STOUT

Blackwoods Ltd., Winnipeg.

BOND'S EXPORT ALE

Blackwoods Ltd., Winnipeg.

BORAX

B. & S. H. Thompson & Co., Montreal.

BOXES (Tin and Fibre)

American Can Co., Hamilton, Ont.

BREAD

Dent, Harrison, Westmount, Que.

BREAD PLATES

Cane's Bread Plates—
Wm. Cane, Sons & Co., Newmarket, Ont.

BREAKFAST FOODS

Battle Creek Toasted Corn Flake Co., London, Ont.
W. K. Kellogg Cereal Co., Toronto.
Quaker Oats Co., Peterborough, Ont.
Chisholm Milling Co., Toronto.
Western Canada Flour Mills Co., Ltd., Toronto.

BROOMS

Megantic Broom Co., Lake Megantic, Que.
Stevens-Hepner Co., Port Elgin, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John.
Walter Woods & Co., Hamilton, Ont.

BRUSHES

Stevens-Hepner Co., Port Elgin, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

BRUSHES, TOOTH AND HAIR

R. G. Bedlington & Co., Vancouver.

BUTTER

Wm. Davies Co., Ltd., Toronto.
F. W. Fearman & Co., Hamilton, Ont.
Gunns Ltd., Toronto.
Harris Abattoir Co., Toronto.
Smith & Proctor, Halifax, N.S.
Swift Canadian Co., Toronto.

BUTTER MOULDS

Wm. Cane, Sons & Co., Newmarket, Ont.

BUTTER WRAPS

Walter Woods & Co., Hamilton.

BUTTER CROCKS

Toronto Pottery Co., Ltd., Toronto.

BUTTER PAILS (Indurated)

E. B. Eddy Co., Hull, Que.

CAKES (Fruit Cake, Box Cake)

Dent, Harrison, Westmount, Que.
Vogans Ltd., Toronto.

CALF CHOW (Purina)

Chisholm Milling Co., Toronto.

CANADIAN BOILED DINNER

W. Clark, Ltd., Montreal.

CAMPHOR

R. G. Bedlington & Co., Vancouver.

CANNED CHEESE

E. W. Jeffress Ltd., Walkerville, Ont.

CANNED FISH

Clayoquot Sound Canning Co., Vancouver.
Connors Bros., Ltd., Black's Harbor, N.B.
Gosse Millerd Packing Co., Vancouver, B.C.
D. Hutton Co., Montreal.
Maritime Fish Corporation, Montreal.
Nootka Packing Co., Nootka, B.C.

CANNED LOBSTERS

Connors Bros., Ltd., Black's Harbor, N.B.
D. Hutton Co., Montreal.

CANNED FRUITS

Broder Canning Co., New Westminster, B.C.
California Packing Corp., San Francisco, Cal.
Dominion Canners, Hamilton, Ont.
Swift Canadian Co., Toronto.

CANNED MEATS

The Wm. Davies Co., Toronto, Ont.
Swift Canadian Co., Ltd., Toronto.
W. Clark Ltd., Montreal.

CANNED HAWAIIAN PINEAPPLE

California Packing Corp., San Francisco, Cal.

CANNED SALMON

Gosse Millerd Packing Co., Vancouver, B.C.
D. Hutton Co., Montreal.
Nootka Packing Co., Nootka, B.C.

CANNED VEGETABLES

Broder Canning Co., New Westminster, B.C.
California Packing Corp., San Francisco, Cal.
Swift Canadian Co., Ltd., Toronto.

CARCASS BEEF, VEAL, MUTTON

Swift Canadian Co., Ltd., Toronto.

CARTON FILLERS

Trent Mfg. Co., Ltd., Trenton, Ont.
American Can Co., Hamilton, Ont.

CASINGS

Swift Canadian Company, Toronto.

CASTOR OIL

B. & S. H. Thompson & Co., Montreal.

CATTLE FEEDS

Chisholm Milling Co., Ltd., Toronto.

CATSUP

California Packing Corp., San Francisco, Cal.

W. Clark, Limited, Montreal.

Taylor & Pringle Co., Ltd., Owen Sound.

CHAMPAGNE DE POMME

P. Daoust, Montreal.

CHEMICALS

R. G. Bedlington & Co., Vancouver.

CEREALS

Chisholm Milling Co., Toronto.
Western Canada Flour Mills, Winnipeg and Toronto.

CIGARS

El Rol Tan Cigar Co., Winnipeg.
Rock City Tobacco Co., Que.

CHEESE

Wm. Davies Co., Ltd., Toronto.
Lambton Creamery Co., Petrolia, Ont.
Swift Canadian Company, Toronto.
F. W. Fearman, Hamilton, Ont.

CANS, TIN

A. R. Whittall Can Co., Montreal.
American Can Co., Hamilton, Ont.

CAUSTIC SODA

The Canadian Salt Co., Windsor, Ont.

CHILI CON CARNE

E. W. Jeffress, Ltd., Walkerville.

CHICKEN A LA KING

E. W. Jeffress, Ltd., Walkerville.

- CHICKEN BOUILLON**
E. W. Jeffress, Ltd., Walkerville.
- CHICKEN SOUP**
W. Clark, Limited, Montreal.
Dominion Canners Ltd., Hamilton.
- CHICKEN CHOWDER (Purina)**
Chisholm Milling Co., Toronto.
- CHICK FEED (Purina)**
Chisholm Milling Co., Toronto.
- CHLORIDE OF LIME**
The Canadian Salt Co., Windsor, Ont.
- CHILI SAUCE**
W. Clark Ltd., Montreal.
H. J. Heinz Co., Toronto.
Taylor & Pringle, Owen Sound.
- CHOCOLATE**
Walter Baker & Co., Montreal.
Cowan Co., Toronto.
- CHOCOLATE BARS**
Baines Ltd., Montreal.
- CHOCOLATE BUTTER**
Baines Ltd., Montreal.
- CHOCOLATE BURN'T ALMONDS**
Baines Ltd., Montreal.
- CHOC-O-BUT**
Smalls Ltd., Montreal.
- CHOCOLATES**
Baines Ltd., Montreal.
- CHOCOLATTA**
Nutrient Food Co., Toronto.
- CHOW CHOW**
H. J. Heinz Co., Toronto.
- CIDER**
Annapolis Valley Cyder Co., Bridgetown, N.S.
Blackwoods, Ltd., Winnipeg.
Taylor-Pringle Co., Ltd., Owen Sound.
- FRUIT CIDERS (Concentrated)**
E. W. Jeffress Ltd., Walkerville, Ont.
- CITRIC ACID**
B. & S. H. Thompson & Co., Montreal.
- CIGARETTES**
Imperial Tobacco Co., Montreal.
Rock City Tobacco Co., Quebec.
- CLAMS**
O'Loane, Kiely Co., Vancouver, B.C.
- CHEMICAL WARE**
Toronto Pottery Co., Ltd., Toronto.
- CHURNS**
Toronto Pottery Co., Ltd., Toronto.
- CLEANSERS**
B. T. Babbitt Co., New York, N.Y. and Montreal.
- CLOTHES LINE PULLEYS**
Megantic Broom Mfg. Co., Lake Megantic, Que.
- CLOTHES PINS**
Wm. Cane, Sons & Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
- COCA-COLA**
Coca Cola Co. of Canada, Winnipeg.
- COCOAS**
Walter Baker & Co., Montreal.
Borden Milk Co., Montreal.
Cowan Co., Toronto.
Malcolm Condensing Co., St. George, Ont.
West India Co., Ltd., Montreal.
- COFFEES**
Gorman Eckert Co., London, Ont.
Hudson, Hebert & Co., Montreal.
Minto Bros., Toronto.
White Swan Spices & Cereals, Ltd., Toronto.
- COFFEE, CONDENSED**
Armour & Co., Toronto.
Borden Milk Co., Montreal.
Malcolm Condensing Co., St. George, Ont.
- COFFEE, SOLUBLE**
Baker Importing Co., Minneapolis, Minn.
G. Washington Sales Co., New York.
- COFFEE, ESSENCE**
Armour & Co., Toronto.
Distil Mfg. Co., London, Eng.
E. W. Jeffress, Ltd., Walkerville.
- COCOANUT**
E. B. Thompson, Toronto.
- COLLAR PADS**
American Pad & Textile Co., Chatham.
- CONDENSED MILK**
Borden Milk Co., Montreal.
Canadian Milk Products Co., Toronto, Ont.
Malcolm Condensing Co., St. George, Ont.
Laird Provision & Storage Co., Brockville.
- CONFECTIONERY**
The Cowan Co., Toronto.
John Gray Co., Glasgow, Scotland.
Henry Thorne & Co., Leeds, Eng.
O-Pee-Chee Gum Co., London, Ont.
- CONFECTIONERS' SUPPLIES**
Borden Milk Co., Montreal.
- CONTAINERS—Metal and Fibre—**
American Can Co., Hamilton, Ont.
- COOKED MEATS**
Wm. Davies Co., Ltd., Toronto.
- F. W. Fearman & Co., Hamilton, Ont.
Gunns Ltd., West Toronto.
Harris Abattoir Co., Toronto.
Swift Canadian Company, Toronto.
- COOKIES**
Vogans Ltd., Toronto.
- CORNEB BEEF**
W. Clark, Limited, Montreal.
- CORN MEAL**
Chisholm Milling Co., Toronto.
- CORN FLOUR, WHITE**
Chisholm Milling Co., Toronto, Ont.
- CORN SYRUP**
Canada Starch Co., Montreal.
- COUGH SYRUP**
J. L. Mathieu & Co., Sherbrooke, Que.
- COTTON WASTE**
E. Pullan, Toronto.
- CREAM BARS**
Baines Ltd., Montreal.
- CREAM CAKES**
Baines Ltd., Montreal.
- CREAM POWDER**
Canadian Milk Products Ltd., Toronto.
- CREAM SUGAR**
Baines Ltd., Montreal.
Small's Ltd., Montreal.
- CREAM OF TARTAR**
B. & S. H. Thompson & Co., Montreal.
- CREAM OF TARTAR (Substitutes)**
Prescott & Co., Manchester, Eng.
B. & S. H. Thompson & Co., Montreal.
- CREAMERY PRINTS**
Lambton Creamery Co., Petrolea, Ont.
- CREAMERY SOLIDS**
Lambton Creamery Co., Petrolea, Ont.
- CREMOIL**
Swift Canadian Co., Ltd., Toronto.
- CUSPIDORS**
The E. B. Eddy Co., Hull, Canada.
- CROCKERY**
Toronto Pottery Co., Ltd., Toronto.
- CRANBERRIES**
Duncan's Ltd., North Bay.
Hugh Walker & Son, Guelph.
McBride Bros., Toronto.
White & Co., Toronto.
- CURED MEATS**
Wm. Davies Co., Toronto.
- CUCUMBERS IN BRINE**
Taylor & Pringle, Owen Sound.
- CURRENTS**
West India Co., Montreal.
- DATES**
Field & Co., London, Eng.
- DIAMOND K—SATINS, FRUIT DROPS, CHOCOLATES, BARS, GROSS GOODS.**
Kelly Confection Co., Vancouver, B. C.
- DILL PICKLES**
H. J. Heinz Co., Leamington.
- DOG FOODS**
Spratt's Patent, Ltd., London, Eng.
- DRY SALTED MEATS**
The Wm. Davies Co., Ltd., Toronto.
Gunns, Ltd., West Toronto.
Swift Canadian Co., Toronto.
- DUSTERS**
O-Cedar Dusters—
Channell Chemical Co., Toronto.
- DUSTING CLOTHS**
O-Cedar Dusting Cloth—
Channell Chemical Co., Toronto.
E. Pullan, Toronto.
- DUSTING MOPS**
O-Cedar Dusting Mops—
Channell Chemical Co., Toronto.
- DYES**
Sunset Soap Dye—
North American Dye Co., care Harold F. Ritchie Co., Toronto.
- DYES (Household)**
North American Dye Corp., Mount Vernon, N.Y.
- DRAIN PIPES**
Toronto Pottery Co., Toronto.
- DRIED FRUITS**
California Packing Corp., San Francisco, Cal.
O'Loane, Kiely & Co., Vancouver.
- EAST INDIA PICKLE**
Blackwoods, Ltd., Winnipeg.
- EAST INDIA RELISH**
Taylor & Pringle, Owen Sound.
- EASTER EGGS**
Baines Ltd., Montreal.
Chas. Lauder & Co., Toronto.
- EARTHENWARE**
Toronto Pottery Co., Ltd., Toronto.
- EGGS**
The Bowes Co., Ltd., Toronto.
Wm. Davies Co., Ltd., Toronto.
- F. W. Fearman & Co., Hamilton, Ont.
Gunns, Ltd., West Toronto.
Harris Abattoir Co., Toronto.
Lambton Creamery, Petrolea, Ont.
- EGG CRATES**
Wm. Cane, Sons & Co., Newmarket, Ont.
- EGG POWDER**
Rose & Laflamme Co., Montreal.
- ELECTRIC AUTO LIGHT**
R. G. Bedlington & Co., Vancouver.
- ELECTRIC FLASHLIGHTS**
R. G. Bedlington & Co., Vancouver.
- ELECTRICAL SUPPLIES**
R. G. Bedlington & Co., Vancouver.
- ENGLISH BRAWN**
W. Clark, Limited, Montreal.
- ENGLISH HARD BOILED CANDY**
Baines Ltd., Montreal.
- ENGLISH PICADILLI**
Blackwoods, Ltd., Winnipeg.
- EGYPTIAN BEET RELISH**
Blackwoods, Ltd., Winnipeg.
- EVAPORATED MILK**
Borden Milk Co., Montreal.
Carnation Milk Products Co., Aylmer, Ont.
Malcolm Condensing Co., St. George, Ont.
- EXTRACTS**
Blackwoods, Ltd., Winnipeg.
Horton-Cato Co., Windsor, Ont.
Imperial Extract Co., Toronto.
Pure Gold Mfg. Co., Toronto.
White Swan Spices & Cereals, Ltd., Toronto.
- EXTRACTS (Bulk)**
E. W. Jeffress, Ltd., Walkerville, Ont.
- FILBERTS, ROASTED AND SALTED**
Montreal Nut & Brokerage Co., Montreal.
- FISH PASTES (Glass)**
Argyll Bute, Montreal.
O'Loane Kiely Co., Vancouver, B.C.
Watson Bros., Fishing & Packing, Vancouver.
- FILTERS (Water)**
Toronto Pottery Co., Ltd., Toronto.
- FIRE BRICK**
Toronto Pottery Co., Ltd., Toronto.
- FISH, FRESH, FROZEN, ETC.**
D. Hatton Co., Montreal.
White & Co., Toronto.
Gosse-Millerd Packing Co., Ltd., Vancouver, B.C.
- FLOOR DRESSING**
Imperial Oil Co., Toronto.
- FLOOR WAX**
Hargreaves (Canada), Limited, Toronto.
- FLOOR POLISH**
Imperial Oil Co., Toronto.
- FLOUR**
Canadian Flour & Cereal Mills Co., Stratford, Ont.
Chisholm Milling Co., Toronto.
Quaker Oats Co., Peterborough and Saskatchewan.
Western Canada Flour Mills Co., Ltd., Head Office, Toronto.
- FLOUR—FANCY PATENT RYE, STRAIGHT, DARK**
B. B. Rye Flour Mills, Ltd., Winnipeg, Man.
- FLOUR SACKS**
The E. B. Eddy Co., Hull, Canada.
- FLOWER POTS**
Toronto Pottery Co., Ltd., Toronto.
- FOOT WARMERS**
Toronto Pottery Co., Ltd., Toronto.
- FOREST CREAM BUTTER**
Small's, Ltd., Montreal.
- ERASERS, RUBBER**
R. G. Bedlington & Co., Vancouver.
- FRESH MEATS**
The Wm. Davies Co., Toronto, Ont.
- FRENCH CREAMS**
Baines Ltd., Montreal.
- FRUITS (Fresh)**
Lemon Bros., Owen Sound, Ont.
McBride Bros., Toronto.
Petters Duncan, Ltd., North Bay and Toronto.
White & Co., Toronto.
Hugh Walker & Son, Guelph.
- FRUIT CAKE**
Vogans, Ltd., Toronto.
- FRUIT SYRUPS, FOUNTAIN SUPPLIES**
Blackwoods, Ltd., Winnipeg.
- FRUIT CORDIALS (Ginger, Port, Sloe, Grape, Black Cherry)**
Blackwoods, Ltd., Winnipeg.
- FRUIT JELLIES**
Baines Ltd., Montreal.
- FROZEN FISH**
D. Hatton Co., Montreal.

What Would You Think of a Manufacturer—

—who wrote to you with a lead pencil—"We are saving much money because we do not use typewriters and telephones"? You might well wonder whether his merchandise was as much out of date as his business methods.

You know that modern time and labor-saving appliances are not added expenses, but that they have superseded slower and more costly processes.

The concern which uses your business paper to tell you its business story is simply using a modern piece of selling machinery to make it easier for you to buy intelligently with the least waste of your time and theirs.

For the right kind of advertising shortens the distance between human minds just as certainly as the railroad shortens the distance between places. It is still possible to walk from New York to Chicago, and it is still possible for a business to get along without advertising, BUT—

—bear in mind that the seller who does not advertise does NOT save the cost of advertising, for it costs more to do the work of advertising by other means. Consistent advertisers are progressive merchandisers, and it pays to do business with them.

You are invited to consult us freely about
Business Papers or Business Paper Advertising

THE ASSOCIATED BUSINESS PAPERS INC.

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Mining and Scientific Press
Modern Hospital
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Motor World
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Nautical Gazette
Northwestern Druggist
Power
Power Boating
Power Plant Engineering
Price Current—Grain Reporter
Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer

Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rubber Age
Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware &
Implement Journal
Sporting Goods Dealer
Starchroom Laundry Journal
Tea and Coffee Trade Journal
Textile World Journal
Timberman
Transfer and Storage
Woodworker

LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standard practice in its editorial and advertising service.

Advertising and Selling
American Architect
American Blacksmith
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automotive Industries
Boot and Shoe Recorder
Brick and Clay Record
Buildings & Building Management
Bulletin of Pharmacy
CANADIAN GROCER
Canadian Railway & Marine World
Candy and Ice Cream
Chemical and Metallurgical
Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton
Daily Iron Trade & Metal
Market Report
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter
Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical Review
Electrical World
Embalmers' Monthly
Engineering World
Engineering and Mining Journal
Engineering News-Record
Factory
Farm Machinery—Farm Power
Foundry (The)
Furniture Manufacturer & Artisan
Furniture Merchants' Trade
Journal
Gas Age
Gas Record
Grand Rapids Furniture Record
Haberdasher
Hardware Age
Heating & Ventilating Magazine
Hide and Leather
Hotel Monthly
Illustrated Milliner
Implement and Tractor Age
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review
Lumber Trade Journal
Lumber World Review
Manufacturers' Record
Manufacturing Jeweler
Marine Engineering
Marine Review
Metal Worker, Plumber &
Steam Fitter

- FURNITURE POLISH**
O-Cedar Polish—
Channell Chemical Co., Toronto.
- GARGOYLE MOBILE OILS**
Imperial Oil Co., Toronto.
- GAS MANTLES**
R. M. Moore & Co., Vancouver, B. C.
- GASOLINE**
Imperial Oil Co., Toronto.
R. M. Moore & Co., Vancouver, B.C.
- GELATINE**
F. S. Jarvis & Co., Toronto.
- GINGER ALE (Dry)**
Blackwoods, Ltd., Winnipeg.
O'Keefe's Brewery Co., Toronto.
- GINGER BEER**
Blackwoods, Ltd., Winnipeg.
- GLOVES (Canvas)**
American Pad & Textile Co., Chatham.
- GRAIN DEALERS**
Canadian Cereal & Flour Mills Co., Ltd.,
Stratford, Ont.
Chisholm Milling Co., Ltd., Toronto.
- GRANITWARE MENDER**
"Vol-Peck"—
H. Nagle Co., Montreal.
- GRAPE NUTS**
Postum Cereal Co., Windsor, Ont.
- GRAPE JUICE**
R. L. Fowler Co., Calgary, Alta.
Marsh Grape Juice Co., Niagara Falls.
Niagara Wine Co., Niagara Falls, Ont.
Ontario Grape Growing & Wine Mfg. Co.,
St. Catharines, Ont.
The Welch Co., St. Catharines, Ont.
- GUM**
O-Pee-Chee Gum Co., London, Ont.
- HAMS**
Wm. Davies Co., Ltd., Toronto.
F. W. Fearman & Co., Hamilton, Ont.
Gunn's, Ltd., Toronto.
Harris Abattoir Co., Toronto.
Swift Canadian Company, Toronto.
- HAMS (Boiled and Smoked)**
J. M. Schneider & Sons, Ltd., Kitchener.
- HEATHER BRAND TEA**
Blackwoods, Ltd., Winnipeg.
- HEADACHE POWDERS**
J. T. Mathieu & Co., Sherbrooke, Que.
- HERRINGS**
Defiance Packing Co., Vancouver, B.C.
Connors Bros., Ltd., Black's Harbor, N.B.
O'Loane Kiely Co., Vancouver.
Gosse-Millerd Packing Co., Ltd., Vancouver, B.C.
- HERRINGS (Pickled, Boneless)**
- HERRINGS IN BARRELS (Kipperd)**
- HERRING CHICKS**
Watson Bros., Fishing & Packing, Vancouver B.C.
- HOMINY**
Chisholm Milling Co., Toronto.
- HONEY**
F. W. Fearman & Co., Hamilton, Ont.
O'Loane Kiely Co., Vancouver.
Kelly Confection Co., Vancouver.
- HONEY BUTTER**
Baines, Ltd., Montreal.
- HORSE RADISH**
Blackwoods, Ltd., Winnipeg.
H. J. Heinz Co., Toronto.
- HORSE RADISH (Prepared and Grated)**
Bayle Food Products Ltd., St. Louis, Mo.
- HORSE RADISH CREAM**
Bayle Food Products Co., St. Louis, Mo.
- HOUSEHOLD LUBRICANT**
Imperial Oil Co., Toronto.
- HOGS**
Swift Canadian Company, Toronto.
- HOPS**
Dole Bros., Hops & Malt Co., Boston, Mass.
- HO-NO-BUT**
Small's, Ltd., Montreal.
- HONO-MO-LEEN**
Small's, Ltd., Montreal.
- ICE BLANKETS**
Parke & Parke, Ltd., Hamilton, Ont.
- ICE CREAM POWDER**
E. W. Jeffress, Ltd., Walkerville, Ont.
- IMPERIAL ROYALITE COAL OIL**
- IMPERIAL TOCO LIQUID GLOSS**
- IMPERIAL STANDARD FLOOR DRESSING**
- IMPERIAL PAROWAX**
- IMPERIAL HOUSEHOLD LUBRICANT**
- IMPERIAL NITE LITES**
- IMPERIAL TUMBLAR CANDLES**
- IMPERIAL PREMIER GASOLINE**
- IMPERIAL LUBRICANTS**
Imperial Oil Co., Toronto.
- INDIA RELISH**
H. J. Heinz Co., Toronto.
Blackwoods, Ltd., Winnipeg.
- INFANTS' FOOD**
Borden Milk Co., Montreal.
Jno. Mackay Co., Bowmanville, Ont.
Magor, Son & Co., Montreal.
- IRISH STEW**
W. Clark, Limited, Montreal.
- IRON BOARDS**
Megantic Broom Mfg. Co., Lake Megantic, Que.
- ISINGLASS**
R. G. Bedlington & Co., Vancouver.
- JAMS**
Broder Canning Co., New Westminster, B.C.
California Packing Corp., San Francisco.
Dominion Canners, Ltd., Hamilton, Ont.
John Gray & Co., Glasgow, Scotland.
St. Williams Fruit Preservers, Ltd., Simcoe
and St. Williams, Ont.
Furnivall-New, Limited, Hamilton.
The King Beach Mfg. Co., Mission City, B.C.
Stuart Limited, Sarnia, Ont.
Wagstaffe, Limited, Hamilton.
J. H. Wethey, Ltd., St. Catharines, Ont.
- JAM MFR.'S SPECIALTIES**
E. W. Jeffress, Ltd., Walkerville, Ont.
- JAR CAPS (Air Tight)**
Anchor Cap & Closure Corp., Toronto.
- JELLIES**
California Packing Corp., San Francisco.
Dominion Canners, Ltd., Hamilton, Ont.
Furnivall-New, Limited, Hamilton, Ont.
The King Beach Mfg. Co., Mission City, B.C.
Stuart Limited, Sarnia, Ont.
Wagstaffe, Ltd., Hamilton, Ont.
J. H. Wethey Ltd., St. Catharines.
- JELLIED HOCKS**
W. Clark, Limited, Montreal.
- JELLY POWDERS**
Genesee Pure Food Co., Bridgeburg, Ont.
Imperial Extract Co., Toronto.
Pure Gold Mfg. Co., Toronto, Ont.
- JERSEY GLOVES AND MITTS**
American Pad & Textile Co., Chatham.
- JUGS**
Toronto Pottery Co., Ltd., Toronto.
- KELLOGG'S DOMINION CORN FLAKES**
W. K. Kellogg Cereal Co., Toronto.
- KELLOGG'S BRAN**
W. K. Kellogg Cereal Co., Toronto.
- KELLOGG'S KRUMBLES**
W. K. Kellogg Cereal Co., Toronto.
- KIPPERS**
D. Hatton Co., Montreal.
O'Loane, Kelly Co., Vancouver, B.C.
- KLIM**
Canadian Milk Products Ltd., Toronto.
- KNIFE POLISH**
John Oakley & Sons, Ltd., London, Eng.
- KRUMBLES**
W. K. Kellogg Cereal Co., Toronto.
- LACKOLA**
Blackwoods, Ltd., Winnipeg.
- LAMB**
F. W. Fearman & Co., Hamilton, Ont.
- LARD**
Wm. Davies & Co., Ltd., Toronto.
F. W. Fearman & Co., Hamilton, Ont.
Gunn's, Ltd., Toronto.
Harris Abattoir Co., Toronto.
Swift Canadian Co., Toronto.
- LARD (Kettle Rendered)**
J. M. Schneider & Sons, Ltd., Kitchener.
- LARD JARS**
Toronto Pottery Co., Ltd., Toronto.
- LAUNDRY SODA**
Swift Canadian Company, Toronto.
- LEAD PENCILS**
R. G. Bedlington & Co., Vancouver.
Wm. Cane & Sons Co., Newmarket, Ont.
- LEMON SQUASH**
Blackwoods, Ltd., Winnipeg.
- LEMONADE**
Taylor & Pringle, Owen Sound, Ont.
- LICORICE**
National Licorice Co., Montreal.
- LIQUID VENEER, POLISH**
Buffalo Specialty Co., Buffalo, N.Y., and
Bridgeburg, Ont.
- LIME JUICE**
Blackwoods, Ltd., Winnipeg.
- LOAF MEATS**
Wm. Clark, Ltd., Montreal.
- LOBSTERS**
D. Hatton Co., Montreal.
- LYE**
Babbitt's Pure Lye—
B. T. Babbitt Co., New York.
- MACARONI**
Excelsior Macaroni Products Co., Winnipeg.
Kelly Confection Co., Vancouver.
- MALTED MILK**
Borden Milk Co., Montreal.
- MALTBRU**
Blackwoods, Ltd., Winnipeg.
- MAPLE BUTTER**
Small's, Ltd., Montreal.
Baines, Ltd., Montreal.
- MAPLE SUGAR**
Baines, Ltd., Montreal.
Maple Tree Producers Ltd., Montreal.
Forest Cream—
Small's, Ltd., Montreal.
E. B. Thompson, Toronto.
- MAPLE SYRUP**
The Bowes Co., Ltd., Toronto.
Baines, Ltd., Montreal.
F. W. Fearman & Co., Hamilton, Ont.
Maple Tree Producers Ltd., Montreal.
Small's, Ltd., Montreal.
- MARASCHINO CHERRIES**
Imperial Extract Co., Toronto.
- MARMALADE**
Dominion Canners, Ltd., Hamilton, Ont.
John Gray & Co., Glasgow, Scotland.
Furnivall-New, Limited, Hamilton, Ont.
The King Beach Mfg. Co., Ltd., Mission City, B.C.
Imperial Extract Co., Toronto.
St. Williams Fruit Preservers, Ltd., St. Williams, Ont.
Stuarts, Ltd., Sarnia, Ont.
J. H. Wethey, Limited, St. Catharines, Ont.
Wagstaffe, Ltd., Hamilton.
- MAROMA**
E. W. Jeffress, Ltd., Walkerville, Ont.
- MEATS (Smoked, D.S. Cured, Cooked Meats and Specialties. Fancy Meats, Jellied Meats)**
Swift Canadian Co., Toronto.
- MATCHES**
The E. B. Eddy Co., Limited, Hull, Que.
- MEAT SKEWERS**
The Wm. Cane & Sons Co., Newmarket, Ont.
- METAL CAPS**
Anchor Cap & Closure Corp., Toronto.
- METAL POLISH**
Hargreaves (Canada), Limited, Toronto.
- MENTHOL**
R. G. Bedlington & Co., Vancouver.
- MILK (Powdered)**
Canadian Milk Products Co., Toronto.
- MILK PRODUCTS**
Borden Milk Co., Montreal.
Canadian Milk Products Co., Toronto.
Carnation Milk Products Co., Ltd., Aylmer, Ont.
- MILK CANS (Stone)**
Toronto Pottery Co., Ltd., Toronto.
- MILKSTOCK**
Canadian Milk Products Ltd., Toronto.
- MINCE MEAT**
F. W. Fearman & Co., Hamilton, Ont.
E. B. Thompson, Toronto.
J. H. Wethey, Limited, St. Catharines.
Kelly Confection Co., Ltd., Vancouver, B.C.
- MINT SAUCE**
Horton-Cato Co., Windsor, Ont.
- MILK PAILS (Indurated)**
E. B. Eddy Co., Hull, Que.
- MOLASSES**
Kelly Confection Co., Vancouver, B.C.
Small's, Ltd., Montreal.
West India Co., Ltd., Montreal.
- MOLASSES, FEEDING**
Dominion Sugar Co., Chatham, Ont.
- MOPS**
T. S. Simms & Co., Fairville, St. John, N.B.
The Wm. Cane Sons & Co., Newmarket, Ont.
- MUSHROOM CATSUP**
E. W. Jeffress, Ltd., Walkerville, Ont.
- MUSTARD**
Blackwoods, Ltd., Winnipeg.
H. J. Heinz Co., Toronto.
- MUSTARD PREPARED, and PREPARED MUSTARD IN BARRELS**
Bayle Food Products Co., St. Louis, Mo.
Taylor & Pringle, Owen Sound, Ont.
- MUSTARD PICKLES (Sweet)**
H. J. Heinz Co., Toronto.
- NEWSPRINT**
E. B. Eddy Co., Hull, Que.
- NUGGET OUTFITS**
Nugget Polish Co., Toronto.
- NUT BARS**
Baines, Ltd., Montreal.
- NUTS, COCOANUTS, WALNUTS, ALMONDS, PEANUTS**
West India Co., Montreal.
- NUT-O-BUT**
Small's, Ltd., Montreal.

OATMEAL

Canadian Cereal & Flour Mills Co., Ltd.,
Stratford, Ont.
Chisholm Milling Co., Toronto.
Western Canada Flour Mills, Toronto.
Quaker Oats Co., Peterborough.

O-CEDAR POLISH MOPS

Channell Chemical Co., Ltd., Toronto.

OIL PUMPS AND OIL STORAGE EQUIPMENT
(Gilbert & Barker)

Imperial Oil Co., Toronto.

OLEOMARGARINE

Wm. Davies & Co., Toronto.
F. W. Fearman & Co., Hamilton, Ont.
Harris Abattoir Co., Toronto.
Swift Canadian Co., Ltd., Toronto.

OLIVES

Blackwoods, Ltd., Winnipeg.
California Packing Corp., San Francisco,
Cal.
H. J. Heinz Co., Toronto.
Gorman Eckert & Co., London, Ont.
Swift Canadian Co., Ltd., Toronto.

OLIVE BUTTER

E. W. Jeffress, Ltd., Walkerville, Ont.

OLIVE OIL

H. J. Heinz Co., Toronto.

ORIENTAL OIL WOF MANUFACTURERS

O'Loane, Kiely Co., Vancouver.

ONIONS, PICKLED

H. J. Heinz Co., Toronto.

ORANGEADE

Taylor & Pringle, Owen Sound.

ORIENTAL SAUCE

E. W. Jeffress, Ltd., Walkerville, Ont.

OX TONGUE

W. Clark, Limited, Montreal.

OYSTER COCKTAILS

Blackwoods, Ltd., Winnipeg.

PACKAGES, Metal and Fibre

American Can Co., Hamilton, Ont.

PADS FOR HORSES

American Pad & Textile Co., Chatham.

PAIS

The Wm. Cane Sons & Co., Newmarket, Ont.
The E. B. Eddy Co., Ltd., Hull, Que.

PAPER

The E. B. Eddy Co., Ltd., Hull, Que.

PAPER BALERS

Megantic Broom Mfg. Co., Lake Megantic,
Que.

PAPER BAGS

The E. B. Eddy Co., Ltd., Hull, Que.

PARKE'S CATSUP FLAVOR

Parke & Parke, Ltd., Hamilton.

PARKE'S PICKLE MIXTURE

Parke & Parke, Ltd., Hamilton.

PARKE'S STRAW HAT DYE

Parke & Parke, Ltd., Hamilton.

PARKE'S SKIDOO

Parke & Parke, Ltd., Hamilton.

PARKE'S SMOKE ESSENCE

Parke & Parke, Ltd., Hamilton.

PARKE'S FLY AND MOSQUITO OIL

Parke & Parke, Ltd., Hamilton.

PARKE'S DUTCH DROPS

Parke & Parke, Ltd., Hamilton.

PARKE'S WHITE LINIMENT

Parke & Parke, Ltd., Hamilton.

PARKE'S BUTTER COLOR

Parke & Parke, Ltd., Hamilton.

PARKE'S CONDITIONS POWDER

Parke & Parke, Ltd., Hamilton.

PARKE'S CATTLE WASH

Parke & Parke, Ltd., Hamilton.

PARKE'S OLD ENGLISH HEALTH SALTS

Parke & Parke, Ltd., Hamilton.

PARKE'S PERFECT FRUIT SALTS

Parke & Parke, Ltd., Hamilton.

PARKE'S GLASSINE SUPERIOR EGG**PRESERVER**

Parke & Parke, Ltd., Hamilton.

PATENT MEDICINES

J. L. Mathieu & Co., Sherbrooke, Que.

PEELS

J. H. Wethey, Ltd., St. Catharines, Ont.

PEANUTS, ROASTED AND SALTED

Montreal Nut & Brokerage Co., Montreal.
Fujita & Co., Vancouver, B.C.

PEANUTS, SALTED

Canada Nut Co., Vancouver, B. C.
R. L. Fowler & Co., Calgary, Alta.

PEANUT BUTTER GRINDERS

Bayle Food Products Co., St. Louis, Mo.

**PEANUTS (Blanched, Salted, Shelled, Salted in
Cartons and Bags; Salted Peanuts in Bulk; Salted
Peanuts in Package)**

Bayle Food Products Co., St. Louis, Mo.

PEANUT BUTTER

Baines Ltd., Montreal.
Kelly Confection Co., Vancouver.

The Bowes Co., Ltd., Toronto.
Bayle Food Products Co., St. Louis, Mo.
Canada Nut Co., Vancouver, B.C.
W. Clark, Limited, Toronto.
H. J. Heinz Co., Toronto.
R. L. Fowler, Ltd., Calgary, Alta.

PEANUT BUTTER (Glass, Kegs, Barrels)

Bayle Food Products Co., St. Louis, Mo.

PEAS (Oriental and Domestic)

O'Loane Kiely Co., Vancouver.

PEARL HOMINY

Chisholm Milling Co., Toronto.

PICKLES

Blackwoods, Ltd., Winnipeg.
Wm. Davies Co., Ltd., Toronto.
Gillard & Co., London, Eng.
H. J. Heinz Co., Toronto.
Taylor & Pringle, Owen Sound, Ont.

PILCHARDS, CANNED

Anderson & Miskin, Vancouver, B.C.
Clayoquot Sound Canning Co., Victoria, B.C.
Defiance Packing Co., Ltd., Vancouver, B.C.
Gosse-Millerd Packing Co., Vancouver, B.C.
Nootka Packing Co., Nootka, B.C.
O'Loane Kelly Co., Vancouver.

PICKLED MEATS

J. M. Schneider & Sons, Kitchener.
Nootka Packing Co., Nootka, B.C.

PITCHERS

Toronto Pottery Co., Ltd., Toronto.

PLUM PUDDING

W. Clark, Limited, Montreal.
Dominion Canners, Ltd., Hamilton.
Tuxford & Nephews, England.
Wagstaffe, Limited, Hamilton, Ont.

POLISHES

Channell Chemical Co., Toronto.

POLISH MOPS (O-Cedar)

Channell Chemical Co., Toronto.

POLISHING CLOTHS

E. Pullan, Toronto.

PORK AND BEANS

W. Clark, Limited, Montreal.
Wm. Davies Co., Ltd., Toronto.
Gunn's, Ltd., Toronto.
Dominion Canners, Ltd., Hamilton, Ont.

PORK CUTS

J. M. Schneider & Sons, Kitchener.
Swift Canadian Company, Toronto.

POTTED MEATS

W. Clark, Ltd., Montreal.

POSTUM

Postum Cereal Co., Windsor, Ont.

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POTTERY

Toronto Pottery Co., Ltd., Toronto.

PREPARED MUSTARD

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PRESERVE JARS (Stone)

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PRODUCE

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POULTRY

Lambton Creamery, Petrolia, Ont.
C. A. Mann & Co., London, Ont.

POULTRY FEEDS

Chisholm Milling Co., Ltd., Toronto.

POULTRY FOUNTAINS

Toronto Pottery Co., Ltd., Toronto.

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H. Nagle Co., Montreal.

**PREPARED BLANCHED PEANUTS (Candy
Makers)**

Bayle Food Products Co., St. Louis, Mo.

PREPARED BLANCHED PEANUTS (Bakers)

Bayle Food Products Co., St. Louis, Mo.

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California Packing Corp., San Francisco,
Cal.

PRICE'S RENNET WINE

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Chisholm Milling Co., Toronto.

RADIATOR NEVERLEAK

Buffalo Specialty Co., Buffalo.

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Cal.

The California Associated Raisin Co.,
Fresno, Cal.

West India Co., Montreal.

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Blackwoods, Ltd., Winnipeg.
Marsh Grape Juice Co., Niagara Falls, Ont.

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T. H. Estabrooks Co., Ltd., Toronto, St.
John, N.B., and Winnipeg, Man.

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Imperial Rice Mill Co., Vancouver, B.C.
S. Lowrie, Vancouver, B.C.

Mount Royal Milling & Mfg. Co., Montreal.
O'Loane Kiely Co., Vancouver.
West India Co., Montreal.

RICE FLOUR

Mount Royal Milling & Mfg. Co., Montreal.

RICE PRODUCTS

Mount Royal Milling & Mfg. Co., Montreal.

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Dent, Harrison, Westmount, Que.

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Chisholm Milling Co., Toronto.
Canadian Cereal & Flour Mills, Ltd., Strat-
ford, Ont.

Robin Hood Mills, Montreal and Moose
Jaw.

Quaker Oats Co., Peterborough, Ont.

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Horton-Cato Co., Windsor, Ont.

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Dominion Salt Co., Sarnia, Ont.
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SALMON, PICKLED

O'Loane Kiely Co., Vancouver.

SALMON, CANNED

Clayoquot Sound Canning Co., Victoria,
B.C.

O'Loane Kiely Co., Vancouver.

Anderson & Miskin, Vancouver.

Defiance Packing Co., Vancouver, B.C.

Gosse-Millerd Packing Co., Vancouver.

Nootka Packing Co., Nootka, B.C.

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O'Loane, Kiely & Co., Vancouver.

SAGO

West India Co., Montreal.

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SARDINES

Connors Bros., Black's Harbor, N.B.
Field & Co., London, Eng.
D. Hatton Co., Montreal.
Gosse-Millerd Packing Co., Vancouver, B.C.
Swift Canadian Co., Toronto.

SAUER KRAUT

Blackwoods, Ltd., Winnipeg.
Taylor & Pringle, Owen Sound, Ont.

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Wm. Davies Co., Ltd., Toronto.
Swift Canadian Co., Toronto.
W. Clark, Limited, Montreal.
J. M. Schneider & Son, Ltd., Kitchener.
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Gunn's, Ltd., West Toronto.
Swift Canadian Co., Toronto.
Harris Abattoir Co., Toronto.
F. W. Fearman & Co., Hamilton, Ont.

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peg.
Kelly Confection Co., Vancouver.

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Guelph Soap Co., Guelph, Ont.
 Palmolive Soap Co., Toronto.
 Swift Canadian Co., Toronto.

SOAP CHIPS

Guelph Soap Co., Guelph, Ont.

SOAP POWDERS

Babbitt's "1776" Soap Powder—
 B. B. Babbitt Co., New York, N.Y.

SODA FOUNTAIN SUPPLIES

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Canadian Chemical Co., Vancouver.

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SOUP, MACARONI

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W. Clark, Ltd., Montreal.
 H. J. Heinz Co., Toronto.

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R. G. Bedlington & Co., Vancouver.
 Gorman Eckert & Co., London, Ont.
 O'Loane, Kelly Co., Vancouver.
 White Swan Spices & Cereals, Ltd., Toronto.
 West India Co., Ltd., Montreal.

SPIRIT VINEGAR

Taylor & Pringle, Owen Sound, Ont.

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 J. L. Mathieu Co., Sherbrooke, Que.

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The Canada Starch Co., Montreal.

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W. Clark, Ltd., Montreal.

STERILIZED WIPERS

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 Acadia Sugar Refining Co., Halifax, N.S.
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 Small's, Ltd., Montreal.

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Kelly Confection Co., Ltd., Vancouver, B.C.

TAPIOCA PRODUCTS

O'Loane, Kiely Co., Vancouver.

TAPIOCA

West India Co., Montreal.

TAPIOCA FLOUR

Jones Packing & Provision Co., Smith's Falls.

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O. & W. Thum Co., Detroit.

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J. W. Berry, Vancouver, B.C.
 Blackwoods, Ltd., Winnipeg.
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W. Clark, Limited, Montreal.
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H. J. Heinz Co., Toronto.

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E. W. Jeffress, Ltd., Walkerville, Ont.

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British Columbia Farmers Exchange, Vancouver, B.C.

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W. Clark, Ltd., Montreal.

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Wm. Cane & Sons Co., Newmarket, Ont.
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UNFERMENTED WINE FLAVORINGS

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Taylor & Pringle, Owen Sound.

VEAL

F. W. Fearman & Co., Hamilton, Ont.
 W. Clark, Ltd., Montreal.
 Swift Canadian Co., Toronto.

VERMICELLI

Excelsior Macaroni Products Co., Winnipeg.
 Kelly Confection Co., Ltd., Vancouver.

VINEGARS

Blackwoods, Ltd., Winnipeg.
 H. J. Heinz Co., Toronto.
 Midland Vinegar Co., Manchester, Eng.
 White Cottell & Co., England.
 Taylor & Pringle Co., Ltd., Owen Sound.

VINEGAR, CIDER

Annapolis Valley Cyder Co., Ltd., Bridgetown, N.S.

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Swift Canadian Co., Toronto.

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E. Pullan, Toronto.

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The N. K. Fairbanks Co., Ltd., Montreal.
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Wm. Cane & Sons Co., Newmarket, Ont.
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 Megantic Broom Mfg. Co., Lake Megantic, Que.

Walter Woods & Co., Hamilton.

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T. S. Simms & Co., Ltd., St. John, N.B.

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 H. J. Heinz & Co., Toronto.
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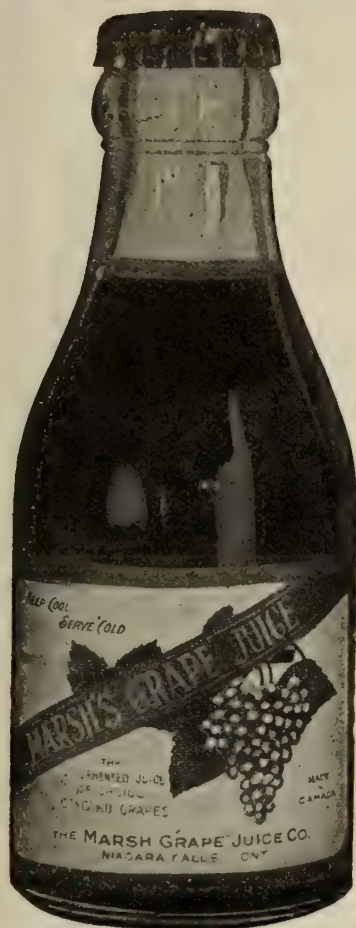
It is certainly most interesting, and your market reports are about as reliable as they can be. In fact, we do not see how we could do without it now, and the best proof we can give you that we really appreciate your paper is in subscribing to another one of your trade papers, HARDWARE AND METAL, which you will please send along with CANADIAN GROCER.

*P. PAUL & CO.,
 Duncan Station, Que.*

Everybody's Favorite

Make it your big Summer Seller

When Old Sol begins to chase the mercury up to the century mark there comes an increased call for a thirst-quenching invigorating beverage like Marsh's Grape Juice.



And it will require very little suasion on your part to make Marsh's a regular item in the weekly grocery order.

One sip of its delicious Concord goodness will captivate. People who buy it once will buy it regularly, and there's a good wide profit for you on every bottle you sell.

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The Marsh Grape Juice Co.

NIAGARA FALLS, ONT.

Distributors

The MacLaren Imperial Cheese Co., Limited, Toronto.
Rose & Laflamme, Limited, Montreal.



QUALITY—

The Best Coffee the World
Can Grow

that you can conscientiously recommend

Leave nothing to chance when it comes to recommending a food product to your customer. She builds upon your recommendation—if the product lives up to it she'll have confidence in the quality of the merchandise you carry.

The group illustrated here is a case in point. **Club House Brand of Olives, Catsup, etc.,** and **Rideau Hall Coffee** have the goodness and the flavor that "gets across" big with the most discriminating housewife.

Try a sample order of these first quality products.

Gorman, Eckert & Co., Ltd.

LONDON, ONT.

Sold to the Western Trade through Mason & Hickey, Winnipeg



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BUYERS' MARKET GUIDE

Latest Editorial Market News





STONEWARE

Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
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Best English Malt Vinegar
QUALITY VINEGAR
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Beach 2170

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Manufactured by
GILLARD & CO., LIMITED
London, England
An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
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Manufacturers of
E. & P. Awnings and Tents
THE BEST IN THE LAND
Write for Price Lists and Measurement Charts. Address
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the dustless sweeping compound
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For immediate or future deliveries.
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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

HOG PRICES SOARING


Another price record was created on Tuesday of this week, when live hogs at f.o.b. points went up to \$21 per cwt. Just what the limit is cannot be determined, and there seems to be an undercurrent of uneasiness throughout the situation as it exists to-day that is not altogether healthy. Packers claim that prices on fresh cuts of pork have not advanced in proportion to increased price paid for the hogs, and retailers are loth to take full advantage of the advances made by the packer. However, the consumer has to pay more and is not delighted with the idea, with the result that the retailer bears the brunt of the abuse. Export business is considered responsible, but there is no indication that the higher prices being paid are bringing more hogs to the market, so why keep on boosting the figures? The reaction must be that much greater when it does start. Altogether, the outlook is not a satisfactory one, and buying far ahead on pork products would not seem a wise policy on the part of the retailers.

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

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66 Jarvis Street,
Toronto

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GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.

PACIFIC COAST MANTLE FACTORY.

Ship us your

BUTTER, EGGS, POULTRY
Etc.


We pay highest wholesale prices

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Bleury Street, Montreal

Phones :
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The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."



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only \$1.60 per insertion
if used each issue in the
year.

CREAMERY BUTTER

We solicit a trial order so we may convince you that our freshly churned creamery butter is choice. Packed in 50 lb. Print Boxes or Solids. Quality guaranteed. Market prices. Prompt shipments made.

LAMBTON CREAMERY CO., Ltd.
PETROLIA - ONTARIO

A Grape Juice Summer

Niagara Grape Juice

will be more
popular than
ever

This is going to be Canada's biggest year for Grape Juice.

More and more people are learning to appreciate the wholesomeness of good Grape Juice as a hot weather beverage.

You, Mr. Grocer, can ring up a handsome bit of extra profit by catering to this summer demand with such an entirely dependable line as *Niagara Grape Juice*.

Made in the heart of the grape-growing district in the Niagara Peninsula. Put up attractively in handy-sized bottles (4, 16 and 32 ozs.) with the kind of labels that make effective counter and window displays. Get a trial supply.

Niagara Falls Wine Company

T. G. BRIGHT CO., *Proprietors*, NIAGARA FALLS, ONT.

"Member Audit Bureau Circulation"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXIII

TORONTO, APRIL 25, 1919

No. 17

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.*H. T. HUNTER, *Vice-President.*H. V. TYRRELL, *General Manager.*

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620 111 Broadway, Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024; Chicago, A. H. Byrne, Room 900, Lytton Bldg., 14 E. Jackson Street, Phone Harrison 1147.

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Wanted

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Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—EXPERIENCED GROCERY CLERK. Ontario. State age, salary expected and references. 1 x 606, Canadian Grocer.

WANTED—AN EXPERIENCED SALESLADY and salesman for general store in Renfrew County. State salary expected and references. Box 616, Canadian Grocer, 143-153 University Ave., Toronto.

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FOR SALE

FOR SALE — PRESSED BRICK RESIDENCE with general store attached. This is an old established business. Now running seventy cases of eggs a week. Annual turnover \$30,000. No opposition. Mostly country trade. Reason for selling, advancing years and lack of help. Box 620, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE—BUHR PEPPER MILL, THIRTY- inch stone. Buhr Coffee Mill, twelve-inch stone. Holmes & Blanchard Co., Boston, manufacturers. For particulars write G. E. Barbour Co., Ltd., St. John, N.B.

SPECIALTY SALES ORGANIZER—CAPABLE of qualifying for sales manager. Real opportunity for a business-getter. McCaskey Systems Limited, 235 Carlaw Ave.

FOR SALE OR PARTNER—MORE CAPITAL needed. For particulars write H. Tomkinson, Grindrod, B.C.

**WHITE COTTON
SUGAR LINERS
E-PULLAN
TORONTO**

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

LONDON HOUSE OPEN TO RECEIVE agency from reliable manufacturers of Commodities suitable for British markets. Specialties, Condensed Milk, Canned Foods, etc. Write O. B. Laggett, 17 Harp Lane, London, E.C. 8, England.

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

When answering
Advertisements please mention
Canadian Grocer

COLLECTIONS

You want those bad accounts cleaned up?

All right, sir, if that's your desire, let us know.

We have helped others — we are ready to help you.

We have a large, well-reputed organization, thoroughly qualified to collect anywhere. Let us know your need—we will do the rest.

Nagle Mercantile Agency
Westmount, Montreal, Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE

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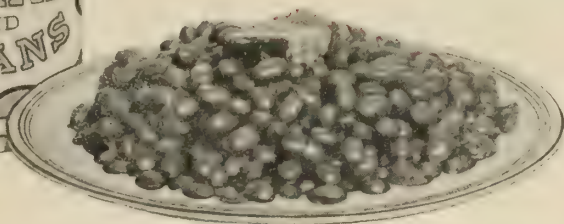
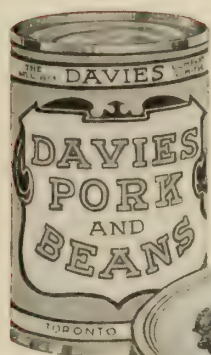
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“SIMPLY DELICIOUS!”



*Plain and
with Tomato Sauce*

That's the usual comment on **Davies' Pork and Beans**

It's no wonder the consumer likes this delicious healthful food product. The care exercised in hand sorting these fine choice quality beans and the pains taken to see that they are cooked exactly right, the selected piece of pork placed in every can—these are reasons why Davies Pork and Beans are creating such a demand.

Sold in three sizes—1's, 1½'s and 2's (11 oz., 16 oz. and 20 oz. respectively)—labelled attractively so as to tempt the housewife to ask for them.

Our travelling salesman can take your order—
or send it direct if you prefer.

THE DAVIES COMPANY
WILLIAM LIMITED

TORONTO

BRANCHES AT MONTREAL AND HAMILTON

Canada Food Board Packer's License No. 13-50

CLARK'S PREPARED FOODS



THE HIGHEST QUALITY

THE BEST SELLERS

Prepared under the direct supervision of Canadian Government
Inspectors, operating under the Meat and Canned Foods Act,
Canada.

W. CLARK, LIMITED, MONTREAL

Canada Food Board License No. 14-216

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MAY 2, 1919

No. 18



Borden's MILK PRODUCTS

Wherever Convenience and Deliciousness are appreciated, there you will find Borden's Milk Products first in favor.

Be sure every customer knows you sell Borden's during the warm weather weeks.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

VANCOUVER



COWAN'S COCOA

The above illustration shows the machines which break the beans into Cocoa Nibs, after which they are fed into the battery of triple mills, shown in lower picture, and ground into chocolate liquor.

Made in Canada

It Has Doubled the Turn-over in Oranges

A One-Week Test of this simple plan has opened the eyes of scores of merchants to new possibilities in profits. Perhaps you may be missing these profits. You'll want to know it if you are.

THERE'S a wonderful appeal in the color of oranges when they are shown in a mass display. It has been proven time and again, in hundreds of neighborhoods, that these displays bring trade to stores.

They can double your turn-over in oranges, and thus increase your profits without any additional investment.

They have done this for others. With your merchandising experience to help, they should do it for you too.

Try It For a Week

Empty four or five boxes of oranges—more if you have them—into a window in a sort of "plentiful disarray."

Put attractive prices on them and continue to sell at those prices for a week. Sell from the window, but keep the window full by replenishing from your stock.

At the end of the week figure your turn-over and your profits, and compare those profits with what you used to make in ordinary weeks.

Make this One-Week Test. See if you are missing these additional profits on oranges. Let the test decide.

Display the Advertised Oranges

Sunkist Oranges are noted for their beauty as well as eating quality.

They are known to millions of women because they are nationally advertised. Take full advantage of it.

Use them in your display. Let people know they are Sunkist. These well-known oranges at attractive prices will get an immediate response.

Their beautiful color-appeal will bring people from across the street, as well as from your side, to purchase at your store.

Get This Help

We maintain a special department to assist retailers who want to increase their business.

Part of the service we render is in supplying tested display material to increase the sales of oranges.

Mail the coupon and we'll send you our "Merchant's Display Material Option List," from which you can select display cards, signs, banners and other things to help you advertise your store.

Use them in making this One-Week Test of colorful mass displays.

Sunkist
Uniformly Good Oranges
The Best Fruit to Display

California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 8,500 Growers
Los Angeles, California

We will send you a booklet telling about "The Exchange" and how it operates to your benefit.

California
Fruit Growers
Exchange

Dept. 00,
Los Angeles, California

Please send me your
"Merchants Display Material
Option List" without any obligation on my part.

Name

Street

City..... State.....

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

CLARK'S PORK AND BEANS



It is easy, Mr. Grocer, to BUY apparently attractive goods at what look like remunerative prices, but

WILL THEY SELL?

That is a vital question.

Clark's Pork and Beans are a long way the best sellers. They turn your money over quickly, they give you good returns and their quality is an advertisement to your store.



FILL YOUR SHELVES WITH CLARK'S. THEN
WATCH THEM EMPTY.

W. Clark, Limited

Clark's

MONTREAL

Canada Food Board License No. 14-216



THE unexcelled sweetening properties of Royal Acadia Sugar have won for it the lasting confidence of the Canadian Housewife. So that when you recommend Royal Acadia you are assured of your customer's approval and her continued sugar patronage.

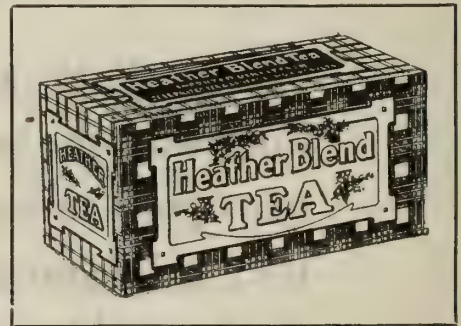
In 2 and 5 lb. cartons; 10, 20 and 100-lb. bags; half-barrels and barrels.

Every Grain Pure Cane

The
Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

This is the Tea
that we blend
and recommend

BLACKWOOD'S Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

BLACKWOODS LIMITED - Winnipeg, Canada

"Every week with the E.B. Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated May 2, 1919

Being No. 32 in the Series

MAKING WOOD PULP INTO PAPER AT THE EDDY PLANT

PURE sulphite pulp when in the form of sheathing, dried and ready for shipment, or for lining the walls of buildings, is very like paper in appearance, but it is not paper by any means. Its surface is glossy and almost silky; it is light and firm and strong, but it would never do to write on, or print on, or wrap up parcels with, or make into paper bags, or use in any way as paper is used. It is, in fact, still a good deal more wood than paper, and under close examination the wood fibre can be easily detected in it. But this wood pulp is the basis of paper, and the processes of making papers of all kinds at the E. B. Eddy plant are very interesting indeed.

To begin with the pulp goes to the "beaters" in which by a prolonged and steadily thorough mixing process the strong, though tiny and flexible wood fibres are "combed" into smooth, orderly place, and mingled with the various other substances which compose paper. These other substances vary of course according to the kind and quality of the paper being manufactured, but they include such materials as talc or china clay to make the paper smooth and opaque for printing upon, aniline tints to keep its color right, and a little liquid rosin to "size" the paper and prevent inks from blurring when laid upon its surface by either pen or printing press.

The machinery of the beaters consists of a cylindrical roller fitted with steel or bronze blades which revolve over a bed-plate fitted with similar blades. Powerful paddles send the pulp steadily through beneath the roller, and between the blades which are brought gradually closer during the process until the fibres and ingredients are smoothly mixed. Then the mixture is ready to flow on to its next stage pausing for a time in the "stuff-chest" where it is kept constantly in motion lest the ingredients settle to the bottom.



Wet Sulphite Pulp on its way to become Eddy Paper

IN the picture above you can see the great snow-white "blankets" of E. B. Eddy Company pure sulphite pulp on a wagon being delivered at one of the Eddy paper factories at Hull. This load of sulphite pulp has come from the Eddy Company Sulphite Plant pictures of which you have seen in previous articles in this series. You might easily imagine the load on the rig to be some kind of pure white wool or perhaps cotton fabric. Yet it is simply the pure wood pulp or fibre manufactured by wonderful Eddy Company processes from trees which were growing a few years ago, and again illustrating the famous Eddy Company slogan:—

"From the Tree to the Trade"



Keep Your Merchandise Bright

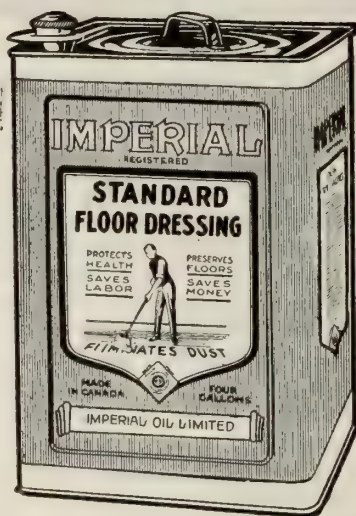
SOILED commodities never appeal to your customers—they want their goods bright and clean. Dusty merchandise looks shop-worn. Keep down dust and your stock will remain as clean as the day you unpacked it.

STANDARD Floor Dressing

prevents dust from rising off the floors and shelving. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

In addition, it is a wood-preserving, non-evaporating dressing for all wood, linoleum and oil-cloth surfaces, thoroughly cleansing in its action.

One gallon will treat 500 to 700 square feet of floor space—once dressed no further treatment is required for three or four months, save regular cleaning. Use it on your floors to clean them and save the spoiling of valuable merchandise.



Advise those responsible for the cleaning of apartment houses, churches, public buildings, etc., as well as neighboring merchants, of its qualities, and demonstrate its worth by your own store's cleanliness.

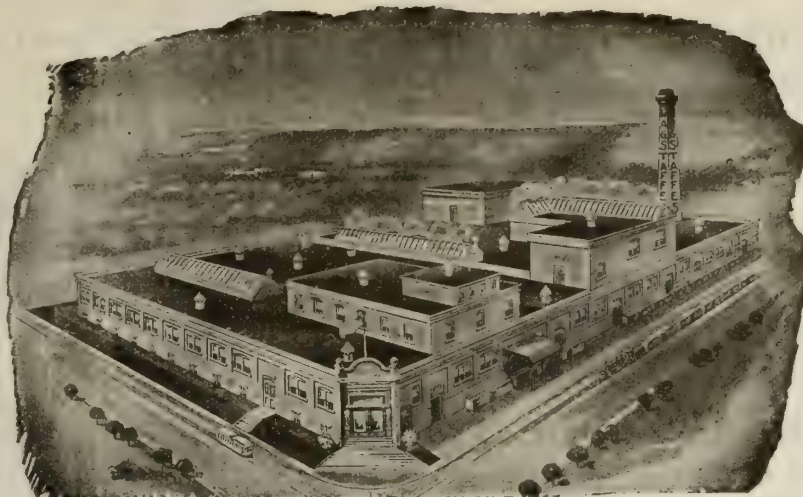
Sold in one and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil man.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Thousands of Footsteps You Might Have Saved

Yesterday, today and tomorrow you and your clerks have countless customers for oil and gasoline. It means thousands of steps to and from the isolated oil room in the rear of your store. It means hundreds of petty operations and hours of wasted movements.

Contrast this method of oil handling with a

BOWSER
ESTABLISHED 1885

Oil and Gasoline System

a system with an underground or basement tank holding ample storage—clean, safe and efficient. A system with a pump installed at the most convenient place.

A system that is self-measuring, self-computing, doing away with measures, tins and needless figuring. A system that insures safety, neatness, service and increased profits.

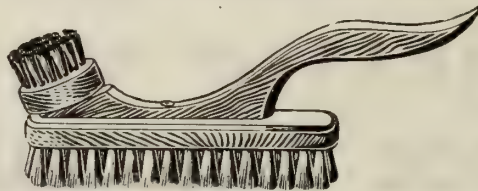
Learn more about it today.

S. F. Bowser & Co., Inc. -:- 66-68 Frazer Ave.
TORONTO, ONT.
Sales Offices in all Centers Representatives Everywhere

For Gasoline, Kerosene
and Other Oils



**Always
Better**



**Building
Profits**

For 52 years Simms' Brushes and Brooms have improved with the advance in scientific Broom and Brush Making. Simms' skilled experts are always bettering these Better Brushes and Brooms.

Simms' Brushes and Brooms are business-boomers for you.

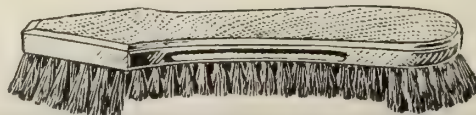
Scrubbing-Brushes, Shoe-Brushes, Stove-Brushes, Set-in-Rubber Paint Brushes (whose bristles never come out)---all mean satisfied customers.

Keep your Stock Complete.

Order To-day.

T. S. Simms & Co., Limited

**St. John,
N. B.**



**Branches : Montreal,
Toronto, London**

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Canada Food Board License No. 4-517.

Raisins in Cartons

KNOWN TO MILLIONS



Sun-Maid Raisins are the only nationally advertised brand of raisins. Your customers are on friendly terms with the Blue (seeded) and Red (seedless) packages. Display them now and get 100% benefit from Sun-Maid advertising.

Sun-Maid Raisins

Sun-Maid Seeded (seeds removed) in blue packages; Sun-Maid Seedless (grown without seeds) in red packages; Sun-Maid Clusters (on the stem) in blue trays.

California Associated Raisin Co.

Membership 9,000 Growers
FRESNO, CALIFORNIA.

Wantmore

PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts. Healthful, nutritious and palatable. Physicians recommend it for children. When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more. Its goodness will keep it repeating and you make a good profit on every sale. Ask your jobber for it, or write direct to us

R.L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

A Palatable Tonic Wine



Made from extract of beef and carefully selected Port Wine.

Dr. Chiron's Invalid Tonic

is as palatable and as exhilarating as the wines of former days. The only difference is the percentage of alcohol.

A clean, wholesome, blood-enriching home beverage that you can honestly recommend.

The Wholesale Grocery Trade handles it.

BROTMAN BROS.

Manufacturers

WINNIPEG

SNOWCAP PILCHARDS



Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

Delectable
and
Dainty
Hand
Packed

BY

The Nootka
Packing Co., Ltd.

NOOTKA, B.C.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Perse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Perse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

ALBATROSS BRAND
TRADE MARK

CLAYOQUOT-SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**

PILCHARD

EMPTY/CONTENTS AS SHOWN ON OPENING

DIRECTIONS.
WHEN REQUIRED
PUT IN PLACE THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like

**ALBATROSS
BRAND
PILCHARD**

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

RICE

Wholesale houses are respectfully requested to enquire for prices on carloads of Siam and Japan Rice. Telegraphic messages sent "collect" will be accepted.

S. LOWRIE

825 Powell St.

Vancouver, B.C.

**Oranges
California Lemons
and Early Vegetables**

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters VANCOUVER

W. H. HIND & Co.
WHOLESALE GROCERY BROKERS
MANUFACTURERS' AGENTS
28 Imperial Blk., Vancouver, B. C.
Let us discuss this territory with you

Interested in the B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

LET US QUOTE YOU ON ORIENTAL LINES

Isinglass, Electrical Goods, Brushes (all kinds), Camphor, Coconut, etc., Mirrors, Lead Pencils, etc.
Write or Wire for Prices. It means money to you.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

IMPORTERS

Established 1905

EXPORTERS

Watson's

**FISH PASTE
in 4 oz.
GLASS JARS**

Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

**BLOATER
ANCHOVY
SARDINE
SALMON**



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

*If you want anything
or have anything to
sell this paper will get
you results.*

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG

and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers, from Port Arthur to the Rockies. We represent among other lines, the products of:
JIREH FOOD CO., JAMES EPPS & CO., KERR BROS.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service

Reliability

Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta
Our staff calls on wholesale trade and does
detail work.

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

MacDONALD BROKERAGE CO.

ARE YOU SEEKING REPRESENTATION
IN ANY PART OF CANADA?

Through our complete organization we are
in a position to represent some good gro-
cery specialty lines. If interested, address
Box 494, Canadian Grocer.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

We represent

W. C. Macdonald, Reg'd.
W. Clark, Limited.
Maple Tree Producers' Assn.
Lindners, Limited.
Aunt Jemima Mills Co.
Penick & Ford, Limited.

Marshall Milling Co.
Rosenberg Bros. & Co.
Pratt-Low Pres'g Co.
H. Bell-Irving Co., Ltd.
Hargreaves Canada, Ltd.,
etc., etc.

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.



Furnivall's

Fine Selected Fruits and Pure Cane Sugar are the two chief reasons why Furnivall's Jams lead the procession where quality and wholesomeness are concerned. Send along your order and start bigger jam sales coming.

FURNIVALL-NEW,

Limited

Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26, Wellington Street, W., Toronto.

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B. C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' - Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

We Want Agencies

For Food Products for Montreal and Eastern Provinces. If you want good, live representation write us.

Forrest, Jackson, Forrest
222 Craig St., - MONTREAL

Established 1889

HOWE, McINTYRE Company

Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Youville Square,
MONTREAL CANADA

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

MARITIME PROVINCES

ATLANTIC MILLING CO., Limited PICTOU, N.S.

Wholesale Grocers, Millers Agents

Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

Schofield & Beer, St. John, N.B.

Manufacturers Agents

Agents for: Acadia Sugar Refining Co., Ltd., of Halifax, N.S.; W. C. MacDonald, Regd., Montreal, P.Q.; F. W. Berk & Co., London, Eng.; The T. Upton Co., Ltd., Hamilton, Ont.

The Colwell Brokerage Co., Ltd.

Mdse. Brokers, Man's Agents

Liberal Advances Made on Consignments

18 Germain St., St. John, N.B.

MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

Genest, Genest, Limited,

Board of Trade
Building

Montreal

DO YOU NEED ANYTHING ?

If so, turn to page 64 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

FOR SANDWICHES

You will have a big demand for this new product.

It's delicious for picnics, parties, campers, etc.

Be sure you have a good supply on hand. No waste. Keeps a long time. Packed in glass jars.

*Order a case of each size
We Guarantee the Sale.*

**FOR SALADS
CROQUETTES, ETC.**

THE ARGYLL BUTE, LIMITED
MONTREAL

Ontario Agents: WALTER S. BAYLEY, 20 Front St. E., Toronto. Western Agents: WATSON AND TRUESDALE, Winnipeg. Eastern Agents: ANGEVINE & McLAUGHLIN, St. John, N.B., Truro, N.S.



Buy
**Golden Sheaf
Brand**

**MACARONI
VERMICELLI
SPAGHETTI**

It's Good

Made from the best of Semolina
Wheat and Pure Spring Water.

Nutritious, Appetizing, Nourishing

Order from your Wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co.

TORONTO . . . MONTREAL

GOLDEN SHEAF CO., Limited, Montreal



FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only 1/2 cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for \$2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Co.)

"PRIDE OF CANADA"

PURE MAPLE SYRUP AND SUGAR

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 38 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

**Gold tagged elephant
Valencias, just arrived**

Highest Quality Oranges

Pineapples

California, Mediterranean
Sweets

California Grapefruit

California Lemons

Strawberries, etc., arriving
daily.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Chas. Lauder Co.

95 and 97 Ontario Street

Toronto

**Wholesale
Confectioners**

**FINE CHOCOLATES
CENT GOODS**



**EUREKA
REFRIGERATORS**

are

Made in Canada
by
Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable
Built to last a Lifetime
Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Hamilton, Montreal

STOCK NOW!

With the coming of warmer weather there will be an increased demand for real thirst-quenchers. You can make quick turnovers and ready profits—if you sell

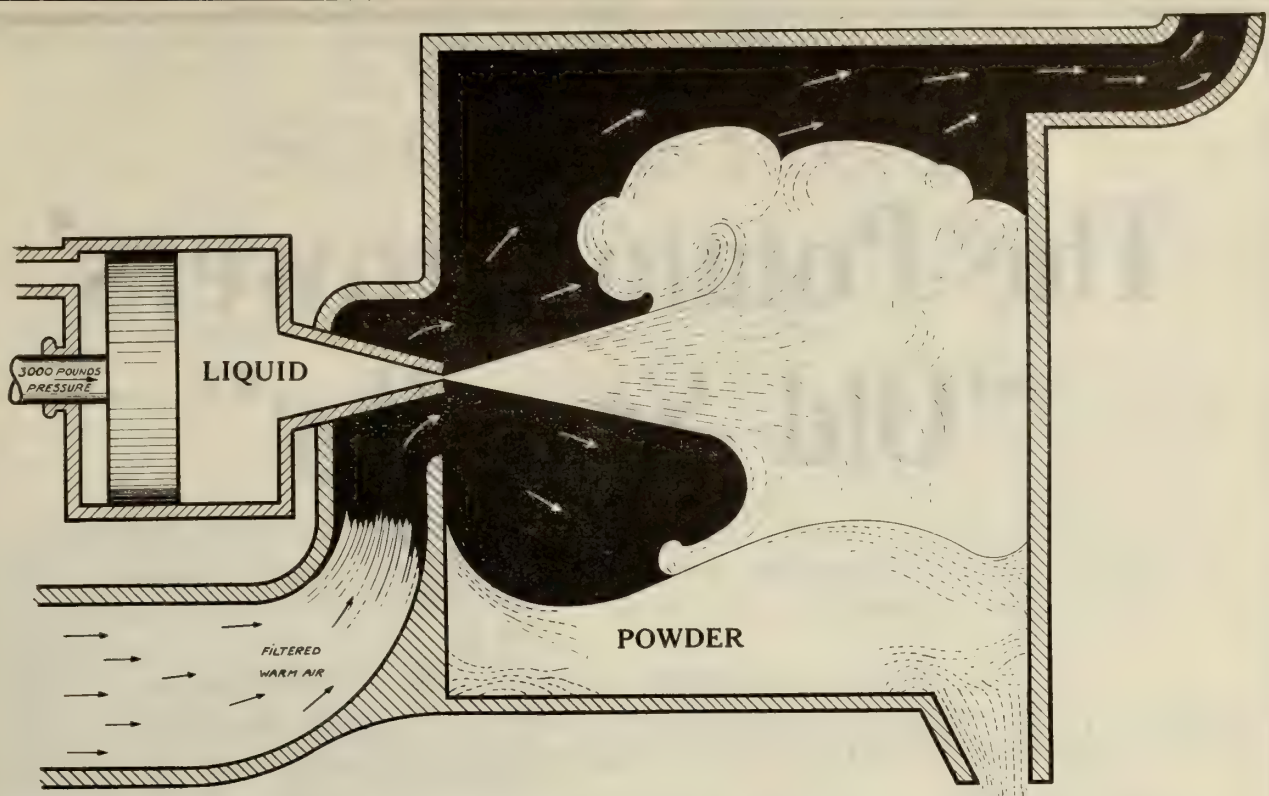
O'Keefe's

**IMPERIAL
Ale, Lager & Stout**

You don't have to push O'Keefe's. Just let the public know you sell them—that's enough—the name O'Keefe sells them for you.

**The O'Keefe Brewery
Co., Limited**
Toronto Ontario
Phone Main 4202





THE BLIZZARD OF KLIM

Whirling, drifting, fine white particles of snow piling up into drifts is the best illustration we can suggest of how Klim is made.

The diagram shows how the liquid milk is forced at high pressure in the form of a fine spray into a chamber through which a swiftly-moving current of filtered, heated air passes. The fine spray of milk and the swiftly-moving dry heated air meet and cause a swirling action in which the water in the milk becomes absorbed into the air and the milk solids fall to the floor of the box in a drift of pure powdered separated milk, which is KLIM.

The quick evaporation of water from fresh separated milk is just as simple as the diagram indicates. The white dry powder is the body-building protein and food value free of water. The process is so simple and easy to understand that one can appreciate the purity of Klim. It is in the safe powder form a few hours after the cows are milked, and at no time in the process of production is it subjected to any high temperature that can cook or spoil it.

Of course, the milk is separated to remove the fat and pasteurized immediately it is received from the farmers and in that way all disease-producing bacteria are destroyed should there be any in the fresh liquid milk "before the blizzard."

Your customers will find Klim economical because it is 100% milk food. There is no useless water in it as in other brands of milk sold in tins. The water adds only to the weight and nothing to the value. Klim is easily changed to liquid form by simply dissolving in water—a pound makes four quarts, or it can be used dry with flour, sugar, etc., adding water as required.



Tell your customers the story of the Klim blizzard. It is an interesting and convincing argument for the purity and safety of Klim. Try Klim in your own kitchen and on your table.

CANADIAN MILK PRODUCTS LIMITED

Head Office: TORONTO

MONTREAL

WINNIPEG

ST. JOHN

Plants at: Belmont, Brownsville, Burford, Glanworth and Hickson, Ontario

The Potato Growers' "Old Standby"

The "Potato Bug Season" is a short one, why not make it a merry one?

Farmers and gardeners have no time to waste on experiments with "bug powders" that may, or may not, prove effective. Neither can you afford to waste time trying to sell them.

The jingle of your cash register is the music you want to hear, and you will hear it regularly as you ring up sales of the "Old Standby."

Munro's Pure Paris Green

Munro's certainly plays havoc with potato bugs, and all potato growers are well aware of this fact. That makes for quick sales and many of them.

Stock up on the "Old Standby" and get the most of the sales and the most of the profits.

Order from your wholesaler or direct from the manufacturers.

McARTHUR, IRWIN, LIMITED

MONTREAL

ESTABLISHED 1842

AN ECONOMICAL SUGGESTION

With the cost of living so high, grocers who can suggest economical products to their customers will find it a means of gaining good will and increasing trade.

One good suggestion is to advise customers to use Red Rose Tea, which consists chiefly of ASSAM teas, the richest and strongest, and therefore the most economical teas in the world.



Red Rose Tea is a favorite with the true economist as well as with the particular tea drinker.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg
Calgary Edmonton



WE SOLICIT YOUR ENQUIRIES FOR

English Castor Oil

In Barrels or Cases

Cream of Tartar

Cream of Tartar Substitute

Bicarbonate of Soda

Borax, Glycerine, Blue Vitriol

Citric Acid, Tartaric Acid

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

B. & S. H. THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.



Tell Mothers how good Robinson's Patent Barley is for Baby

You can recommend Robinson's Patent Barley as the best food for infants, invalids, nursing mothers and the aged. Let your customers know you stock Robinson's. It will bring them back for other purchases.

MAGOR, SON & CO., LIMITED

191 St. Paul Street W., MONTREAL
30 Church St., TORONTO

Directing Your Attention To These Important Facts

If you are a manufacturer or a shipper and you seek a reliable grocery organization to handle your line in the West, we can give you excellent service.

***Our Annual
Purchasing Power
is Twelve and
a Half Millions***

We are purchasing agents for MacDonald's Consolidated interests and furnish service on all grocery lines and fresh fruits.

Write now for further particulars to

The Consolidated Purchasing Co., Ltd.

313-319 PACIFIC AVE., WINNIPEG

E. Nicholson, Genl. Mgr.



CANADIAN GROCER

Vol. XXXIII.

TORONTO, MAY 2, 1919

No. 18

Making Fruit a Week-End Special

Toronto Grocer, Situated at a Strategic Corner, Makes a Good Business of Special Week-End Sales of Fruit—Encourages Other Business, and Introduces People to the Store

FRUIT is one of the most profitable of the lines handled by the grocer and there is no time so suitable for its sale as the week end. There are always some special purchases for the week end, and this special trade is a factor that many merchants have found to be well worth cultivating.

E. Davey, Dundas Street West, Toronto, has found this week-end trade to be a very substantial factor in his business, and he goes to some trouble to encourage this business. The store is fortunately situated to catch a passing trade, which gives an added inducement to feature this business. It is situated at a transfer point where three car lines meet that feed three populous sections of the city. There are hundreds of people changing cars at this corner at all times of the day, people with a few minutes on their hands as a rule, and consequently ready to be interested in any display near at hand. This is the fact on which

Mr. Davey bases his campaign, and he has found that laying stress on fruit is one of the most effective ways of interesting this trade.

Fruit Displays Always Attractive

A display of other lines would certainly interest many people, but many might think that the same goods could be ordered at their own grocer's and might probably pass by without purchasing, but fruit has a natural attraction for people, and there is also a curious tendency among most people to be readier to carry home a parcel of fruit than any other commodity.

To cater to this tendency Mr. Davey has made it a practice to have week-end specials of fruit. Very often it is of oranges, and these are then shown in bulk display, five or six boxes being prominently displayed in the window, with cards calling attention to the special price at which these are offered. This

special price and the quantity display has proved a great factor in interesting the passer-by, and has made these week-end specials something that the passing trade looks for each week. By this method the sale of oranges, instead of being a box or so at the week end has been built up, till now it is not unusual to dispose of ten or a dozen boxes. Buying in five and ten-case lots it is possible also to get a better price on these goods that pretty well takes care of the slight cut in price, so that this business is made profitable in itself.

Encourages Sale of Fancy Groceries

Then, too, it gets people into the store, and in many instances they buy other things as well, perhaps not staple groceries but some odds and ends of relishes, a bottle of olives or pickles or some canned fruit and articles of this nature, on which there is a good profit.

Continued on page 31



Interior of the E. Davey Store, 2219 Dundas St. West, Toronto. Mr. Davey is seen at the rear of the store.

Good Retailers Experts on Foodstuffs

Customers Look to Them for Advice on Their Buying and the "Family" Grocer's Advice is Generally Taken.

E. E. MARTIN, College Street, Toronto, has adopted the policy of stocking a very limited range of flavoring extracts. For a long time he handled only one brand, and found no difficulty in introducing it and keeping it sold to his customers. "There are very few people," he stated, "in our experience who ask for extracts by name except where we have first introduced the line to them. They simply ask for a bottle of vanilla, or a bottle of lemon, but do not specify the brand. Now and then someone would specify a certain extract by a brand name. In that case she would simply be told that it was not possible to handle all the brands and that we were sure the one the store carried was as good as any on the market. Practically never is a sale lost because of the fact that the particular brand asked for was not available.

"People, however," stated Mr. Martin, "show more interest than you would imagine. For instance, some time ago I was buying goods from a certain traveller and he offered me a good price on a lot of flavoring extracts. I knew the firm, and knew that the goods would be right, so I bought them. Naturally I sold them to the people ordering extracts. In many cases the customer would say, 'you usually send me another kind of flavoring,' to which we would reply that the quality of the one line was as good as the other, a reply that always settled the matter. The customer believed that we were telling them the truth. She knew we were interested in giving them value for their money, and the actual name on the bottle was a comparatively small matter as far as their acceptance was concerned. I have had no difficulty in selling these goods that I had confidence in myself, nor in developing the same confidence in my customer."

"Nine times out of ten you can sell the customer the goods that you wish to sell her," said H. T. Knott, College Street, Toronto. "Of course your ability to do this is dependent on certain factors, notably how well you know the customer, how well you know the goods, and then the selling ability of the salesman himself. But if you have served the customer for some time, and if you know your goods well enough to speak with conviction of their merits, and have a reasonable amount of selling sense you can sell practically anything you wish to sell.

"As far as flavoring extracts go we stock two lines, one a pure extract and the other a compound. We make no pretence of carrying a full list of even the better known brands. To do so would entail the use of too much display space, space which we could not spare for this,

This investigation work clearly shows that the grocer has frequent opportunities to indirectly suggest various lines of foodstuffs and the cumulative effect of these suggestions may cause an entire reversal of the buying habit of the customer. It is a fact, too, that the family grocer is looked up to as an authority—an expert on matters pertaining to kinds of goods. He is expected to know, and his advice is sought on a multitude of occasions during the year, and that advice is salesmanship.

so we practically stock only one line in each class of flavoring. Of course there are people who ask for other brands, but if we carried a dozen lines this would still be the case, so when such requests come we merely tell the customer that we do not handle that particular line, but handle instead ———, which we are confident is equally good and would give equal satisfaction."

Lewis and Stevenson, College Street, Toronto, stock two brands of pure flavoring extracts as well as one compound line. "We are not in the habit of recommending any one line of flavoring extracts," stated Mr. Lewis, "though we do favor special brands in other goods and put some effort behind their sale. In the case of flavoring extracts, however, we do not believe that it is worth while."

For some time the firm had handled only one line of pure extract and had been able to satisfy their trade. Of comparatively recent date, however, a traveller who was well and favorably known to them induced them to stock another line, and they have been showing it to their trade. While not emphasizing the sale of any of these lines, Mr. Lewis explained that the fact that they stocked only these three of the almost numberless lines on the market was in itself equivalent to laying emphasis upon them as they rarely failed to sell one or the other of these brands to any customer requiring flavoring extracts.

"In purchasing flavoring extracts a number of customers ask for certain brands. They may ask for this special brand, or that, or again they may simply say, 'A bottle of pure vanilla.' In the latter case of course it is our sale," said J. Milton Cork, College Street, Toronto. "We stock two brands of high grade extracts, and, in addition, a compound extract for the trade that wants a slightly cheaper article.

"We have made it a practice in this line," he continued, "not to attempt to change customers from one brand to another. Naturally our customers ask in most cases for one of the lines we stock because they have bought them before from us. We give it to them without question, even though another might for

This Investigation Shows Retailers Select One or Two Brands of Flavoring Extracts and Concentrate on These

one reason or another show us better profit. Of course, where the customer asks for a brand that is not stocked by the store as may sometimes be the case in view of the large number of brands manufactured, it is another matter. In that case they are told that the line is not stocked, but that the store carries these other brands which have been chosen as among the best available, and they are confident that they will give satisfaction."

MONTREAL BROKERS FORM ASSOCIATION

The wholesale merchandise brokers of Montreal have at last completed their arrangements for the organization of an association for the furthering of the interests of the brokerage business.

The purposes of such association are set forth in article 2 of the constitution as approved of at that meeting, as follows:

"The purposes of the association shall be to inculcate just and equitable principles in trade; to acquire and disseminate such information as may be of interest and value to its members; to promote a more friendly business intercourse; to make provision for the adjustment of possible misunderstandings and differences arising between those engaged in business; and to establish and maintain uniformity in commercial usages."

The election of officers for the balance of the calendar year was as follows:

President, R. Anderson; vice-president, R. E. Calder; treasurer, C. B. Hart; executive committee: H. R. Barnard, C. Gordon, H. D. Marshall, J. E. Turton.

It is confidently expected that every important wholesale broker in this city will become a member of the association and further, that the movement will spread to all the other principal cities of Canada, so that eventually the Montreal association will be but a part of the Dominion-wide organization, whose business it will be to protect the interests of brokers throughout Canada and to bring about such uniformity in customs and usages in the trade as will result to the great benefit of all those in the brokerage business.

BLenheim, Ont., Stores Have Wednesday Half-Holiday

The grocers of Blenheim, Ont., have given notice that the Wednesday half-holiday comes into effect for the summer, beginning at 12 o'clock noon, Wed., April 23. They propose to remain open two nights in the week, Tuesday and Saturday.

Keeps Famous Brands Out of His Town

Most Famous Talking Machine Not Available to Customers Because One Dealer "Doesn't Like to be Dictated To"

By G. A. NICHOLS

Reprinted from *Printers' Ink*

IS it possible to shut out from a good-sized town a widely known, meritorious and nationally advertised article?

A *Printers' Ink* representative happened to be in Indiana a couple of weeks ago and between trains was browsing around a bit among some retail merchants just to see what he could see. An up-to-date retail store is an extremely interesting place to get fundamental facts about advertising and merchandising matters. It has been said many a time that the manufacturer and jobber did not keep close enough to the retailer and did not intensively follow up the advantages gained through advertising. This Indiana town furnished an interesting and instructive example.

One of the two furniture men in the place said he had the whole town's business in talking machines. A little enquiry showed this to be the case. As a matter of fact he had practically all the talking-machine business of the county, having specialized along that line.

"I suppose you handle So-and-So's machine," the *Printers' Ink* man suggested.

"No sir; absolutely not," the retailer declared. "I handle three other machines (naming prominently advertised lines) but will not sell the kind you name because I do not like their proposition. I know I could get some business because of the national advertising these people do, but I am doing very well indeed with the lines I have. I don't particularly fancy this thing of a manufacturer dictating to me down to the smallest detail how I shall conduct my own business."

The talking machine he would not handle is perhaps the best-known in the country. Its trade name is synonymous with that of talking machines the country over. Surely somebody else in that town was taking advantage of the opportunity this dealer through obstinacy or some other reason was passing up. The other retailer in his town who logically would handle the machine question was the competing furniture dealer.

"Do you handle So-and-So's talking machine?" this man was asked.

"No, I have never got into that line," he said. "Jones (naming the dealer first mentioned) has been specializing on talking machines for a good many years, and people naturally go there for that line of goods. I could have taken on the machine you name but I just don't care to. There are only about 5,000

people in this town and it does not pay to split up business in those specialized lines too much. Jones is a fine chap and a good friend of mine. He leaves certain lines to me and I leave others to him. The idea of retailers fighting each other does not go in this town. As it is, both of these furniture stores do a

sent left to certain people to handle. In one good-sized Iowa town, for example, a druggist was found to be the only man who sells toys and holiday goods in general. There is no reason in the wide world why this should be. But the druggist several years back was enterprising enough to go at the holiday trade

in the right way. He accepted the advertising and selling co-operation of his jobber and quickly got placed on the map as the town's leading retailer in Christmas goods. The others finally dropped out. You see this thing worked out with variations almost any place you go. Lack of enterprise on the part of the retailer has a great deal to do with it. But would it not be entirely fair to say

"No matter what his product may be, a manufacturer can create a market for it by advertising. He can sell the people to the point where they will ask for that article in the stores. It seems to be the idea in some quarters that when this much is done the dealer will be forced, as a matter of good business judgment, to handle the thing or run the risk of being regarded by his customers as behind the times in his merchandise offerings. There is a good deal of fallacy about such an idea. The more progressive type of retailers do not HAVE to handle goods because a demand is created for them through advertising. Some dealers of the slot machine type imagine that they are at the advertiser's mercy. But those like Retailer Jones of Indiana have to be sold as well as the consumer. This explains why more and more attention is being given every day to get the retailer properly and thoroughly sold on products he handles."

good business. We are well pleased with things as they are now."

"Why don't you sell talking machines?" the leading druggist was asked. His store is of the well-kept, progressive type which is getting to be quite the thing in drug retailing these days. He goes quite largely into the specialties that fit in well with drug retailing.

"Well, I have thought of it," he admitted. "I have even gone so far as to have the matter up with the So-and-So people (naming the machine the two furniture men would not handle) but I decided the matter was rather too elaborate for me to go into. To get very far with talking machines in a town like this a person has to have enough capital to be able to sell the machines on an instalment basis. Jones sells nearly all his that way. This does not fit in at all with the general scheme of running a drug store. I don't believe in doing anything in a half-hearted way. So I keep out of it entirely."

The three retailers mentioned are practically the only people in that town who could sell the talking machine referred to. Jones would not because he did not like the company's proposition. His competitor would not because of the gentleman's agreement he had with Jones and perhaps lack of inclination as well. The druggist would not because of financial considerations.

So there you are.

Now, then, there are two outstanding facts in this situation that are of interest to every national advertiser.

In the first place, competition in the average country town is not nearly so keen as it might be—or even as it ought to be. Go where you will and you see certain lines of goods by common con-

that the sales departments of some of the manufacturers are at fault also?

Retailer Jones declares that in the whole of that Indiana county there are not more than twenty-five talking machines of the kind he refused to sell. He covers the whole county with his advertising matter and sells machines on instalments in every town. Thus he shuts out from that county the nationally advertised machine that may be called the leader in the field. The manufacturer making that machine is simply not cashing in on the prestige gained by his advertising. The advertising is right. It extends to this Indiana county as well as to the others. The demand is created. But the missing link in the chain is failure to solve the retailer part of the problem.

It seems an impossible thing, but retailer Jones is absolutely shutting out from his county that nationally advertised machine. How many other counties are there in the United States where similar conditions exist on talking machines and other advertised products?

The Manufacturer's Sales Machinery Slipped A Cog

A few months ago in an article on squeezing the business out of sales correspondence, *Printers' Ink* quoted a prominent advertising manager as declaring that the sales department of his concern actually threw away enough business to keep a big company busy all the year—threw away the business on leads turned up by the advertising department. A number of people took exception to this statement, saying it was more than ridiculous to think that any sane sales manager was going to throw away business. Inquiries were too hard

Continued on page 31



Human Elements in Town Building

By A. H. Melville, Madison, Wisconsin. Chief Bureau of
Civics and Commerce and Associate Professor of Business
Administration, University of Wisconsin.

IN the discussion of problems of town building, problems that are being considered by many municipalities at the present time, there are material considerations to be taken into account without doubt, but above these factors is the far greater factor of the men behind the cities. The accompanying address that strongly urges these points was delivered at the Second Annual Short Course on Merchandising held at the University of Manitoba, Winnipeg, in February of this year.

ATOWN is just as large as the territory it draws business from. No longer can a city hide behind the cloak of its city limits and say—I am not interested in anything except what is within my gates. City limits are only boundaries for municipal government. In building a city, therefore, we must recognize in a constructive way the interests of all the people we serve in commerce, in trade, in agriculture, in recreation, in matters of health. I believe it was the veteran Cyrus McCormick who recently remarked to a group of bankers and business men that the prosperity of farmers in their community is the measure of their sales in business, and the late Theodore Roosevelt, who recently writing in connection with the League of Nations, said: "If this old world of ours is going to be a good place for some of us to live in, it has got to be a pretty good place for all of us to live in."

Our civic, commercial and educational interests are so interwoven and interlocked that we can scarcely consider the welfare of one line of business without reckoning with all the others. If we have factories with efficient working men, they must have sanitary, cleanly homes to live in. They must have recreation for themselves and their families. If we have progressive, contented, satisfied farmers, good farming implements, markets to care for their grain, and modern stores to take care of their household needs are implied.

The Human Touch

In this busy hurly-burly world of ours, this age of wireless telegraph, 100 miles an hour automobiles, 70 miles an hour trains, fast aeroplanes, 90 miles an hour business and three editions a day newspapers, men are losing the personal contact of man to man and the human interest that goes with it. We rush hurriedly to business in the morning and back again at night, to committee meetings, speaking for a moment first with this man and then with that man, but never knowing really the man with whom we meet and deal. We are busy in our stores, we cannot cultivate friendship of our customers. The other day, to my surprise, I learned that a prominent man with whom I have been sitting on committees lived only a stone's throw from my own door. The magic touch of personal interest so common a few years ago seems gradually to be slipping away. And yet, if we are to build our cities constructively, not for to-day or to-morrow, but for years to come, we must know the men who live in

them and their capabilities, for it is men who make cities.

The other day some misguided man in Minnesota caused the failure of a chain of fourteen banks. The newspapers heralded it half way across the continent. Not a few people immediately said to themselves, "I wonder if my bank where I do my business is safe? How about my savings and earnings, are they all right?" and again we see how interdependent business is and how much the success or failure of one unit affects all the others. And not only that, but it affects the town or city in which the failure takes place and its reputation, for cities have a reputation and character just as individuals and firms have.

Now towns are competing with one another for business just as business men in the same line of business compete with one another. A town is known by the reputation of its business men, by the reputation of its schools, by its libraries, by its health, by its recreation facilities and judged accordingly. If we are to build a town, we must know its resources and liabilities. We must take stock of what it has to offer to the people who live there and who come there to trade, just as the merchant takes stock every so often to see what he has and what he is out of that he must supply. We must analyze our own community critically, face the facts and act according to what the analysis shows. One town is short a good retail store, another a blacksmith shop, another a good hotel.

A Need for Executive Action

A meeting of this kind here to-night fifteen years ago would have been absolutely impossible. Business men did not get together then as now. They feared each other and were not willing to trust their competitors. Perhaps they did not realize the necessity for collective action. No town, or city, or community can be really and truly prosperous and contented unless the people get together frequently in social intercourse and exchange ideas and opinions on matters of public interest and business. Rome and Greece had their public forums at Rome and Athens where the wise and unwise gathered together and debated matters of public policy. For centuries 2,500 to 3,000 years ago this custom prevailed, and who shall say they were not the most progressive cities of their age? The creed of the Athenian youth, the free born British youth can be proud of to-day:

"I am a citizen of no mean city."

"I will never bring dishonor or disgrace upon my city, nor desert my suffering comrades in the ranks."

"I will fight for the sacred ideals and standards of my city both alone and with many. I will respect and obey her laws and seek to impose a like obedience and respect upon the part of those above us who are prone to annul them or set aside. Thus in all ways will I seek to transmit to my city, not only not less, but greater, more beautiful and better than it was transmitted to us."

The winning of the world war is the finest example of collective co-operative effort that is recorded in history. One nation could not win the war. Nor could two nations. It took the combined effort of all the liberty loving nations directed under central leadership to strike the blow at militarism which has made the world safe for Democracy. The fruits of the victory we shall enjoy and shall we not carry this lesson of constructive co-operation into our constructive city building?

Two years ago, John Barrett got the Central American Republic together for monthly meetings in the beautiful Pan-American Building at Washington, where the representatives of these countries could meet and know each other, rub elbows, sit at a common table and discuss common interests and common problems in a frank and honest fashion. The result is that instead of a new revolution or war breaking out somewhere in Central America every morning before breakfast, they haven't had a war for two years and a half.

But we must organize if we are to get results. I have noticed that there are three types of institutions in towns that are supposed to represent the business man's, and incidentally the town's, interests:

1. The small business organization designed to give credit information and undertake collections.

2. The business men's organization for developing trade and commerce only and which usually includes the one already named.

3. The big, broad, institution which includes all the interests of the other two and which is big enough and broad enough to include every interest of the country; its commerce, trade, education, recreation, health and agriculture. This is the kind of a body that is building towns for not only to-day, but for the future.

The Men Behind the Cities

Call the roll of cities in the United

States and Canada that are doing things and you will invariably learn that back of them are bodies of educated men that are giving their time unselfishly and generously to building up their cities. Such men have in mind that boys and girls have value in a community as well as wheat and oats, lumber and other commodities. A town which is a better place to rear a family in, a town which is a better place to raise boys and girls in, to develop manhood and womanhood, to build character in, without which business would be as unstable as a rope of sand, is a better place to do business in. And these same men are willing to give some of their time, some of their energy and some of their money to get these results.

Most towns have an idea that a factory is the only thing that can build a town. They forget that towns develop from within out. They want trade and so they buy a factory to come to town to furnish employment for labor and more business. In nine cases out of ten, the factory that wants a location will come to your town if you have the physical requirements for it to run without buying it. And if you buy it, later on the chances are you will find it "a fly by night" and you must pay the fiddler.

A live business men's organization furnishes the facilities for looking into these matters carefully. Let us pass rapidly among our large cities and see what problems they have had to meet and how they met them:

Chicago got her boulevard and park system through the efforts of one of her citizens who appeared before the City Council persistently for ten years. It has been built up commercially largely through an active business men's organization.

Cleveland has become a great city of play grounds through organization. More homes are owned in this city for its population than any other in the United States. A great Union Depot was the result of seven years' effort.

Memphis, through its agricultural committee, is changing the State from cotton to diversified farming. They found that milk was being shipped from Wisconsin to Memphis because they did not have dairy cattle in the State to meet their requirements.

Little Rock—The agricultural committee found that two years ago in Arkansas they were receiving sixty million a year for cotton but were spending seventy-two millions a year for feed that she should have been raising. Since then, 2,900 meetings were held in one year to bring about a change.

In Waukesha, a city of 10,000 people, the business men and bankers loaned farmers money six years ago to buy pedigreed dairy stock and erected a stock pavilion. In 1918 the farmers of this district sold 180 carloads of pure bred and grade dairy cattle amounting to \$320,000.

In Ashland the business men and bankers financed farmers after the district had gone to pieces because the lumber was gone. The result was that cheese factories and creameries sprang up all over that district.

At Fondulac, a body of bustling business men invited 1,242 farmers attending a country institution to sit down to dinner with them.

In Wisconsin, seventeen towns from 500 to 2,000 put in rest rooms last year.

"Yes," you are saying, "that is alright, they can do it in towns where they have plenty of money and a paid secretary, but how about small places where little or no money can be raised? How about little towns without any vision?" Mr. Melville then told his audience about a little town of thirty-five people—they did things regardless of population.

Lakefield, Minnesota, accomplished all that it has done through the co-operation of the business men and the farmers. It has a real, live commercial club. It is co-operation and energy that does these things. Never run down your own town,

especially to strangers. Boost it, make it the best town in your county—your county the best in your province—your province the best in the country. All we need is more vision, pep and initiative.

VISION

Then vision forth what here you most desire.

Dream of industries and busy marts of trade.

Dream of traffic, dream of wealth, dream of parks and playgrounds of happiness, content.

Dream of contented labor at its task;

Dream of smiling women and better men;

Dream of homes where laughing children play;

Dream of a city beautiful and fair.

Think and plan as others have for their accomplishments,

Then work, work for contented labor at its task;

Work for smiling women and better men;

Work for homes where laughing children play;

Work for a city beautiful and great, and

Make your city a place where dreams come true.

THE SUGAR SITUATION

Advices are to the effect that there will be a great stimulus to the export of refined sugar. This will depend upon shipping, and as this becomes available, there will be a larger movement to Europe. Much will depend upon the peace settlement, and if the same is effected within the next few weeks, refiners expect to be very busy on this larger business from overseas. There is a certain amount of business coming from Europe now, and much increased activity has been effected on the part of the various refineries from this.

One Montreal refiner said to CANADIAN GROCER this week: "In the United States the food board is urging that consumers buy their sugar supplies. They point out that, with a large demand possible from Europe, this export will tend to decrease supplies at home. This will

have the effect of steadying prices at home. There is therefore no likelihood of prices becoming lower."

COMMUNITY CLUBS AND RURAL MERCHANTS

That community clubs are bringing together farmers and small-town merchants, and keeping business in local channels instead of allowing it to flow to Winnipeg, was a statement made by Fred C. Middleton, field secretary of the Manitoba Social Service Council, in submitting his first annual report to the community committee this afternoon.

Mr. Middleton said 20 clubs already have been formed in Manitoba. Many more are in process of formation. He will visit other communities.

Among the towns which have formed clubs are Minnedosa, Miniota, Isabella, Hamiota, Oak River, Justice, LaValle, Killarney, Cartwright, Franklin, Altamont, Minto, Foxwarren, Binscarth and Boissevain.

Mr. Middleton has held office for 12 months.

THREE BRITISH COMPANIES AMALGAMATE

The three export and import businesses hitherto conducted under the names of Becker, Shillan & Co., James Methven, Son & Co., Ltd., and J. H. Ironmonger, Ltd. have been amalgamated.

A private limited company under the title of British Merchants Incorporated, Ltd., has been formed and has taken over the three businesses, which will in future be carried on at the above address.

The governing directors of the company are: H. W. G. Becker, chairman; A. W. Shillan, James Methven, H. F. Methven, H. A. Greenway, J. H. Ironmonger.

No Price Declines in Sight

The Canadian Trade Commission Issues Advice on Present Trade Conditions. Present Prices, It Urges, Are Reasonable, and There is no Wisdom in Delaying Purchases

WITH the idea of stimulating trade within the Dominion by encouraging immediate buying, the Canadian Trade Commission has just secured returns of foodstuffs now offering at prices favorable to buyers. It is the belief of the commission's advisers that no immediate drop in general prices can take place in Canada yet. The commission is doing everything possible to urge a stabilization of prices to restore confidence in the domestic market, and it suggests that wherever possible it would be wise to undertake buying now. It is known that retail stocks are low, and that large numbers of merchants are "holding off" in the hope that there will be a general slump. As the peace treaty is not yet signed, and it may be many months before anything approaching normal conditions can be expected in Europe, there is no sign that expectation of this drop is justified.

From the returns already made to the commission it appears that Atlantic producers are able to fill large orders for choice grade split herrings and cod at really very favorable prices; New Brunswick packers have quantities of the small herrings prepared as sardines, and there is a considerable quantity of chum and salmon available on the British Columbia market.

Wheat flour can just now be supplied in unlimited quantities at prices favorable to purchasers, and there are large stocks of oatmeal and rolled oats, as well as desiccated vegetables in cans, stored within the Dominion. Before the war Canada regularly imported large quantities of beans of all sorts, but owing to the very large production last year there are now some two and a half million bushels available for export.

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MAKE OCCASIONAL SURVEY

MANY merchants find that it pays to take a careful look around the store frequently to see that seasonable lines are displayed most effectively, if the fixtures are placed in the best manner for displaying the stock, and if the stock arrangement itself is calculated to make the best impression on customers. Sometimes too much is shown giving prospective buyers an impression of confusion and disorder. Sometimes not enough is on display or on looking it over it is easy to see how it might be more attractively arranged. Little things like this frequently make or mar sales and are worth the time and attention it takes to adjust them.

THE REST ROOM IDEA

HUNTSVILLE has just opened a rest room for visitors to the town, adding another to the list of towns who have seen the wisdom of such arrangements.

Every town depends to a large extent for its existence on the country surrounding it. The farmer's trade is necessary to keep the business going. But in far too few instances is any attempt made to cater to this trade.

The farmer or the farmer's wife who comes to town may have idle moments to spend, and shopping at the best is a tiring business, and it is something to be able to spend those idle moments in cheerful and comfortable surroundings. In many instances customers merely hang around the store waiting for the time to go home, or conversing with their friends. There are some merchants who believe that this is good business for the store. It is very questionable, however, if anything is gained thereby. The store should be a business, not a meet-

ing place, and there is little to be gained from a tired customer compelled to lounge about a store. It will not increase her appreciation for the store.

In many instances individual stores have realized this fact and have made the provision of rest rooms for their customers. It is a fairly costly experiment however, and one that many merchants, by reason of already cramped quarters, are prohibited from undertaking. It is easy for all communities, however, to follow the example of Huntsville, in building business, by showing the customers that they are welcome, and that their comfort is as much considered as their business.

CONDITIONS THAT FAVOR BUSINESS

THERE was a tendency following the signing of the armistice to hold back—to wait for prices to drop; merchants all over were conservative. Some to-day are sitting away back in their offices telling people things are quiet and prices must come down and missing the chance of their lives to move their stocks.

There is business within reach of the aggressive merchant—the farmer was never so prosperous—there are some retailers creating sales records this spring. Read what W. J. Carter, of Carter Bros., Picton, Ont., writes in the course of a letter recently received:

"Business is fine, and has every appearance of keeping up. The farmers are getting enormous prices for their calves and hogs. When the latter went to 18c last year, it was thought the utmost price had been reached, but they were paid 21½ cents here last Saturday. In the old days they would realize \$4 or \$5 for a month old calf, now they get \$23.00. One farmer got \$476.00 for four head of cattle last week. Verily, the farmers' lines are falling in pleasant places these days."

Isn't there some reason here to believe conditions should be good with the merchant? Are you out in the sunshine or glooming away back in the office where every day is dull? "Business is fine"—are you getting your share?

THE livest, biggest retail merchants are constantly on the watch for new ideas. Salesmanship is one of the greatest things in the world.

THINK of business in broader terms than your own store, your own street and your own house. All merchants have common problems and by getting together and deciding on a common basis of action they can usually solve them. Co-operation not only counts in business but it makes broader-gauged men.

SHORTER working hours and higher wages seems to be a popular demand all over the world just now.

THE more psychology you put into business the less apology you will need to take out of it.

Regina to Have R.M.A. Convention

Matters of Unusual Importance to be Discussed at This Session — The Reorganized Machinery of the Association Will be Fully Explained — Frank Stockdale, Merchandising Expert, Will Give Five Important Addresses

THE convention of the Retail Merchants' Association of Saskatchewan will be held this year on May 13, 14 and 15 at Regina, Sask. This is always one of the big events of the year among Western merchants, and this year promises to be an event of very unusual interest. The reorganization of the association, and the appointment of an eastern and western executive council, that took place at the recent session of the Dominion board, the details of which have not yet been made public, will be fully discussed by J. J. Polson, first vice-president of the Saskatchewan Association, and delegate to the Dominion board.

The address of the Dominion president, J. A. Banfield, will also be looked forward to with unusual interest.

The Frank Stockdale Lecture

One of the greatest attractions of the conventions will undoubtedly be the series of five addresses which are to be given by Frank Stockdale, the noted commercialist of Chicago, in connection with the short courses in retail merchandising which are this year being provided under the direction of the universities of Saskatchewan and Alberta, at the request of the Retail Merchants' Association that such a course should be established. All merchants who desire to know all that is worth knowing in connection with the successful operation of their business from every standpoint, will put aside every other engagement in order to attend the convention.

Will Also Speak at Alberta Convention

Following the convention at Regina Mr. Stockdale will go to Saskatoon, where he will deliver three lectures at the University of Saskatchewan on May 19th, 20th and 21st, and subsequently one at Prince Albert on May 22nd and North Battleford on May 23rd. He will subsequently proceed to Edmonton for a full course at that point in connection with the University of Alberta, and will afterwards proceed to Medicine Hat for the Alberta Provincial Convention on June 3, 4 and 5.

Proposed Trade Section Convention

Another important subject for discussion will be the proposed trade section conventions. In place of the annual convention at present held the proposal is made that each trade section of the association shall hold an annual convention on various dates throughout the year and probably at different points throughout the two provinces.

Proposed District Branches

One question of paramount interest to retailers will be the proposed forma-

tion of district branches of the association. The proposal is to divide the Province into districts, each district to embrace from 250 to 300 merchants, and to have a paid secretary who shall devote his whole time to looking after the interests of the members in his particular branch, including credit reports, collections, community building campaign and other matters.

On the Wednesday afternoon the annual meeting of the Retail Merchants' Mutual Fire Insurance Co., which has made rapid progress during the past year, will be held and very satisfactory reports of the year's business will be presented, and the company's future policy will be discussed.

Neither has the lighter side of convention work and attractions been forgotten. On Wednesday morning the delegates will have an opportunity of visiting the Imperial Oil plant, and in the evening a banquet will be tendered the delegates by the Regina branch of the R.M.A., when an address will be given by Premier Martin, followed by one of Mr. Stockdale's lectures on the important subject of "Protecting the home town front."

Transportation Arrangements

Arrangements have been made with the various railway companies as regards fares under the following conditions: Delegates can take single fare tickets going to the conventions, obtaining at the same time standard convention certificates, which must be presented to the secretary on arrival in Regina. Should there be one hundred or more delegates at the convention they will be able to obtain return tickets at three-fifths of the return fare, or if there are less than one hundred delegates present at four-fifths of the return fare, plus 25c validation fee. A simple calculation will show that except in the case of those residing at the greatest distance from Regina, it will amount to about the same as the ordinary return fare.

The full program is as follows:

PROGRAMME.

- Tuesday Morning, May 13th.**
 9.00 o'clock—Delegates and visitors will call at the Convention Hall for the purpose of registering and receiving their badges.
 10.00 o'clock—Convention Hall—Opening Session. Address of welcome by His Worship Mayor Black.
 President's Address.
 Treasurer's Address.
 Secretary's Report.
 Report of Dominion Convention by J. J. Polson of Regina.
 Appointment of Resolutions Committee.
- Tuesday Afternoon, May 13th.**
 2.00 o'clock—Convention Hall. Receiving Resolutions and consideration of same.
 4.00 o'clock—Address by the Dominion President, J. A. Banfield, of Winnipeg.
- Tuesday Evening, May 13th.**
 8.00 o'clock—Convention Hall. Address by Frank Stockdale, Retail Commercialist of Chicago.

Subject: "Some After-the-War Problems." Discussion.

Wednesday Morning, May 14th.

- 10.00 o'clock—(a) Discussion of Proposed Trade Section Conventions. (The different Sections of Trade would hold separate conventions, instead of one General Convention, as at present.)
 (b) Formation of District Branches. (It is proposed that the province be divided into districts, each containing 250 to 300 merchants—each district to have a paid Secretary, to devote his entire time to looking after the interests of the members in his particular branch, including credit reports, collections, community building campaign, and other matters.)

Resolutions.

- 11.00 o'clock—Visit to the Imperial Oil Plant.
Wednesday Afternoon, May 14th.
 2.00 o'clock—Convention Hall. Annual Meeting of Retail Merchants' Mutual Fire Insurance Company.
 Reading of Minutes.
 President's Report, including financial statement.
 Election of two Directors.
 Address by A. E. Fisher, Superintendent of Insurance for the Province of Saskatchewan.
 Discussion on future policy of Company.
 4.00 o'clock—Address by Frank Stockdale, of Chicago. Subject, "Meeting To-day's Competition."
 5.30 o'clock—Nomination of Officers for the ensuing year.
- Wednesday Evening, May 14th.**
 8.00 o'clock—Banquet, tendered by the Regina Branch of the Retail Merchants' Association.
 Address by Premier Martin.
 Lecture by Frank Stockdale, of Chicago. Subject, "Protecting the Home Town Front."

Thursday Morning, May 15th.

- 10.00 o'clock—A moving picture entitled, "The Troubles of a Merchant," will be shown at the Allen Theatre.
Thursday Afternoon, May 15th.
 2.00 o'clock—Election of Officers for the ensuing year.
 2.30 o'clock—Address by Frank Stockdale, of Chicago. Subject, "Sales People of To-day and To-morrow."
 4.00 o'clock—Questions and New Business.

Thursday Evening, May 15th.

- 8.00 o'clock—Address by Frank Stockdale, of Chicago. Subject, "Opportunities in Retail Advertising."
 Convention closes.

PILCHARDS KEEP CANNERIES BUSY

Mr. Millerd, of the Gosse-Millerd Packing Co., Vancouver, B.C., reports that they have sent their preliminary crews to the company's canneries on the Skeena River and at East Bella Coola. The herring and pilchard canneries at San Mateo Bay, Barclay Sound, have been operating all winter. The fact of the company having canneries located on the pilchard grounds makes it possible to keep the canneries going all the year round, whereas the straight salmon canning always had consisted of a short, top-speed, full capacity canning season, followed by a few months in which the canneries were closed down. Although the Fraser River canneries will operate as usual, Mr. Millerd does not look for a large pack of salmon from these grounds. At the Vancouver cannery, near the mouth of the Fraser River, the company manufacture their cans.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

The general store operated by Fred W. McMann at Minto, N.B., has been destroyed by fire.

Thomas W. Fulton is opening a grocery store on the corner of York and Saunders Street, Fredericton.

The Yates Grocery, Spring Garden Road, Halifax, have purchased the building in which their business is located.

The Eastern Hay & Feed Co., of Sackville, have sold out their branch in Amherst, N.S., to E. W. and Fred Cochrane.

M. E. Murray, head of Murray & Co., Boston, manufacturers of extracts, fruit syrups, etc., is visiting various places in New Brunswick.

The maple sugar season has been an exceptionally good one in New Brunswick, the run of sap being unusually heavy in most districts.

A deputation of merchants waited on the Mayor of Halifax this week to ask that he proclaim Monday, May 26, a public holiday instead of Saturday, May 24 in order to lessen the inconvenience to business.

The largest retail stores of Sussex, N.B., have agreed to close each evening except Saturday at 6 o'clock instead of keeping open on Tuesdays and Thursdays until 8 o'clock. The grocery stores have decided not to solicit orders in the morning but to devote this time to delivering goods.

Tenders have been called for for a brick addition to and extensive alterations in the building, corner Spring Garden Road and Birmingham Street, Halifax, purchased by Hopgood & Sons, for their increasing retail grocery business.

The first annual dinner of the Halifax branch of the Retail Merchants' Association was attended by about one hundred members and proved well worth while. W. J. Hopgood presided and the speakers included Lieut.-Gov. Grant; W. A. Major, president of the Commercial Club; J. C. Doyle, secretary of the N.S. and P.E.I. provincial board, and others. There was also an excellent musical program.

Quebec

Rene Laberge, Chateauguay Basin, has sold to Laberge Bros.

John Burns, general manager of P. Burns and Co., Ltd., Calgary, passed through Montreal last week.

Chas. Chaput, president of Chaput, Fils, and Co., Ltd., wholesale grocers, Montreal, returned from Atlantic City.

It is stated that a large terminal coal storage plant will be erected in Montreal this year at the Place Viger Terminal. This is expected to be of ten stories and three sub-basements of 180 feet by 83 feet, and of an estimated cost of \$700,000.

Montreal window cleaners are out for more money. They also want better working conditions. The wages asked for run from \$20 to \$30 per week and they want most of the regularly-recognized legal holidays. In addition, they are asking that they be insured against accident by their employers.

T. H. Johnson, controller of the Canadian Fish and Cold Storage Co., of Prince Rupert, B.C., passed through Montreal on his way to New York and Philadelphia. Mr. Johnson spoke encouragingly of the West coast fisheries development. A large increase in the output is anticipated, with facilities better for securing large catches. Developments are looked for relative to the greater sale of flat fish.

Ontario

E. M. Checkley, Toronto, has sold to Thos. Golding.

Robt. Benson, St. Catharines, has sold to L. E. Longden.

E. W. Sage, grocer, Woodstock, has sold to W. G. Cockburn.

Geo. R. French, St. Catharines, has sold to Benson & Rodden.

Albert Phipps, grocer, St. Catharines, has sold to E. Doan.

G. S. Vernon, grocer and confectioner, Uxbridge, has sold out.

M. J. Selloum, grocer, Westboro, has sold to Ellard & Hastey.

J. W. Blain & Son, St. Catharines, has sold to W. Healey.

McQuarrie & Cole have opened a new general store at Hockley.

W. Richards, 1151 St. Clair Ave., Toronto, has sold to G. C. Hardy.

Mrs. A. E. Graham, grocer, London, has been succeeded by Ed. Wilson.

Chas. Simpkins, general merchant, Thamesville, has sold to Wm. Corbett.

N. O. Ramsden, the veteran grocer and hardwareman of Mount Dennis, is dead.

D. Demars, groceries and meats, St. Catharines, has sold to French & Kaddwell.

J. S. Griffin, general merchant, Windham Centre, has sold to W. R. McConnell.

Jas. McCauley, Gananoque, has opened a new department for groceries and provisions.

E. M. Peebles has opened a new store on the cash and carry system, at Smiths Falls, Ont.

The Empire Paper Products Co. manufactures paper pails. Mark E. Stover will be the general manager.

Hugh M. Stephens has purchased the business formerly carried on as the Stephens Store, Ltd., Collingwood, Ont.

Mrs. T. B. Coughlin, Belleville, Ont., has sold her grocery business to Mr. LaRue, and has moved to Toronto.

J. H. Drumm, Dundas St., West Toronto, has sold to G. V. Blankenborn. The latter takes possession May 1.

R. J. Cairns, who for more than four years managed the A. E. Barry Grocery, Orillia, has bought out Mr. Barry, and will conduct the store under his own name in the future.

The old Sarnia oatmeal mill, situated on North Front St., Sarnia, Ont., has been leased, and the lessees are the Empire Paper Products Co., recently located at Sombra, Ont.

E. A. Wood, who for some years past represented the Thomas J. Lipton Co. in Western Ontario, has recently joined the Willard Chocolate Company, Toronto, and will cover the same field.

Charles H. Crysedale, formerly a retail grocer in Oshawa, Ont., for many years, passed away at the hospital Friday last in his 68th year. He had held the position of police magistrate since 1914. He was born in Prince Edward county, and went to Oshawa about 39 years ago, engaging in the grocery business, which he conducted successfully until 1913, when he sold out. Mr. Crysedale was for several years a close reader of CANADIAN GROCER. His son, Frank, was connected with him in the business and latterly has been a travelling salesman.

BROCKVILLE, ONT., MERCHANTS' BANQUET

The first banquet held in Brockville, Ont., in several years, under the auspices of the Retail Merchants' Association, took place in a local hotel on Thursday night. The speakers were Henry Walters, Ottawa, president of the Eastern Ontario Retail Merchants' Association; E. M. Trowern, Dominion secretary, and Mayor Lewis.

POLICE MAGISTRATE AND FORMER VETERAN GROCER OF OSHAWA PASSES

The Police Magistrate of Oshawa, Chas. H. Crysedale, passed away at the hospital at Oshawa April 25, in his 68th year. He had held the position since 1914 with satisfaction to the community. He was born in Prince Edward County and came to Oshawa about 39 years ago, engaging in the grocery business, which he conducted successfully until 1913, when he sold out.

OSHAWA MERCHANTS CLOSE WEDNESDAY AFTERNOON

The retail merchants of Oshawa, as usual, will begin their mid-week summer half-holidays Wednesday, May 7, and continue until the end of October.

ST. THOMAS, ONT., GROCERS FAVOR PERMANENT WEDNESDAY AFTERNOON CLOSING

The grocers of St. Thomas, Ont., are making a united effort at the present time to have the city council pass a by-law making Wednesday afternoon a holiday in all seasons of the year. The half holiday has been observed here for many years during June, July and August. Last year it was started in May and continued until August. The local grocers of that city feel that their own interests would be better served if they were given one half day each week, and they are practically unanimous in the opinion that it will not interfere with the service given to their customers in any way.

The next week or so will decide the matter definitely. Every grocer is interested vitally, and even those who are opposed to the move, and have fought half-holidays for years, are gradually beginning to realize that a business man requires at least a few hours during the week in which to enjoy a respite from the worry of business.

FIRST CARGO OF OLIVE OIL TO ARRIVE SINCE 1914

The first cargo of olive oil, consigned to a Toronto dealer, since the war, is en route, and is expected to be on the market in the course of next week, when quotations on the same will be ready.

RIDGEWAY STORES ALSO CLOSE

Ridgeway, Ont., merchants have decided to close their stores on Wednesday afternoons during May, June, July and August.

HARRISTON, ONT., PRODUCE BUSI- NESS CHANGES NAME

A new company has been formed to take over the wholesale produce business in Harriston, Ont., conducted for many years by Gunns Ltd.

The business will in future be known as Wellington Produce Co., Ltd.

B. Whitmore, at present manager for Gunns, Ltd., will be managing director of the new company.

OTTAWA MERCHANTS USE EX- CHANGE METHODS

At the regular meeting of the local Retail Grocers' Association, on April 24, it was decided to make use of a black-board as a clearing house for members to advertise certain articles for sale for which they had very slow sales or were over stocked. Conversation among the members brought to light the fact that several could make use of this service both as buyers and sellers. This plan has much to recommend it, the ability to move dead stock and get the cash is one good point, the chance to secure small quantities of needed lines is another, but the very best point is the amount of good-will this intercourse between the members creates. Trade difficulties are chatted over, a real spirit of co-operation springs up which means much to the community at large, as well as to the association in particular.

ONTARIO TRAVELLERS' HOLIDAYS

Summer vacation for country travellers covering the districts all west of Toronto to Windsor, and north to North Bay, will take place from July 28 to August 9th, inclusive.

HOLD-UP IN MONTREAL GROCERY STORE

Three armed men entered the store of Valsanis Alengelistic, 201 Seigneurs Street, Montreal, recently and ordered the storekeeper to throw up his hands. They robbed the till of \$11, took the man's watch and all the cigars and cigarettes they could find in the place. They then left the store and ran up Seigneurs Street. The storekeeper ran after them with a revolver and fired several shots. Constable Paradis, of the Seigneurs Street Station, who was on beat duty nearby, heard the shots, and, seeing the men running, gave chase and captured one of the fugitives. The prisoner at the station gave the name of John Joseph Tobin, but the police say it was discovered from military papers in his possession that he was a returned soldier by the name of Leon Andrew, and that he came from Halifax.

DOMINION SUGAR CO. HOLDS ANNUAL MEETING

Chatham, April 24.—The annual meeting of the Dominion Sugar Co., was held to-day in the Garner Hotel, Chatham, Ont., when gratifying reports, showing the company to be in a flourishing condition, were presented.

Officers were re-elected as follows:—President, H. B. Smith, Bay City; vice-president, C. A. Eddy, Bay City; directors, Guy S. Moulthrop, Bay City; J. A. Avery, Detroit; R. Gilchrist, Alpena; A. E. Dymont, Toronto; R. Laidlaw, Toronto; general superintendent, H. Weise, Chatham; secretary-treasurer, C. H. Coulson, Chatham.

Prospects for the year are bright, as the company has already secured the desired acreage.

WHITE SWAN PRODUCTS

In the "Who Makes" directory published in the Annual Spring Number of last week some of the products of the White Swan Spices and Cereals, Ltd., Toronto, were inadvertently omitted. So that the trade may have this completed list for filing, it is given herewith.

Baking powder, Loyal Canadian and Queen's Favorite Brand.

Jelly powders, Barley Crisps; Diet Flour; Self-rising Flour; Self-Rising Buckwheat Flour; Self-Rising Pancake Flour; Flake Wheat (bulk); Wheat Flakes; Wheat Kernels.

Breakfast Foods, Wheat Kernels and Wheat Flakes.

THIS MERCHANT KEEPS FAMOUS BRAND OUT OF HIS TOWN

Continued from page 26
to get and too valuable to be treated that way.

But the statement was 100 per cent.

correct just the same. The investigation made in this Indiana county proves it. The good intentions of a sales department are not to be questioned. Its methods, though, are many times sadly at fault.

There is altogether too much inclination to throw an unfair proportion of the burden on advertising. No matter what his product may be, a manufacturer can create a market for it by advertising. He can sell the people to the point where they will ask for that article in the stores. It seems to be the idea in some quarters that when this much is done the dealer will be forced as a matter of good business judgment to handle the thing or run the risk of being regarded by his customers as behind the times in his merchandise offerings. There is a great deal of fallacy about such an idea. The more progressive type of retailers do not have to handle goods just because a demand is created for them through advertising. Some dealers of the slot-machine type imagine that they are at the advertiser's mercy. But those like retailer Jones of Indiana have to be sold as well as the consumer. This explains why more and more attention is being given every day to get the retailer properly and thoroughly sold on products he handles.

In the Indiana county mentioned here all the logic of the situation would seem to indicate that the missing talking machine should be at the disposal of the people to whom it is advertised.

That it is not an interesting tribute to the power of the retailer and an example of a notable failure to follow up national advertising to the point of squeezing the business out of the good will the advertising creates.

MAKING FRUIT A WEEK END SPECIAL

Continued from page 23
so that the addition to the normal trade of the store mounts up into quite an item.

While fruit is always made a leader in these week-end sales there are often other lines offered as specials as well. As a matter of fact one window is usually devoted to a display of fruit and the other to featuring some other lines that have been bought at a figure that permits a slight shading in price. This special figure is prominently featured in display cards and keeps the windows always of interest to the passing trade.

Mr. Davey has found this special week-end sale idea to be a very important factor with him. It enables him to keep his stock moving evenly, for his customers have come to look for these specials as they would look for any item of news. They interest them, and this interest very frequently results in sales that might under other conditions have never been made. And this applies not only to the passing trade but to his regular customers. It is a fact, too, that many people have become regular patrons of the store as a result of a chance visit induced by one of these special offerings.

NEWS FROM WESTERN CANADA

R. A. Tassell, grocer, Winnipeg, has sold to Robt. J. Gray.

Harding Asp has purchased a grocery business in Camrose, Alta.

J. F. Price, grocer, Brandon, Man., is retiring from the retail business.

C. Duncan, grocery broker, Winnipeg, has just returned from a business trip.

Stewart & Miller, general merchants, McAuley, Man., have sold to L. A. Leavens.

C. J. Wyers, groceries and hardware, Brandon, Man., has suffered a small fire loss, which is covered by insurance.

The McLay Brokerage Co., Winnipeg, have been appointed representatives for Robertson, Morris & Co., Vancouver.

One of the grocery specialty men of the Harold Ritchie Co., was in Winnipeg last week working the retail trade.

Fire at the Guest Fish Co.'s plant last week at Winnipeg damaged stock in the basement to the extent of \$3,000.

L. T. Mason, of Mason & Hickey, Winnipeg, according to latest reports, was doing well and on the road to recovery.

Geo. C. Walker, formerly of the Escott staff in Winnipeg, has returned from active service, and is back at work again.

The plant of the Brett Manufacturing Co., manufacturers of wash boards, Winnipeg, was completely destroyed by fire last week.

A. E. Scott, president of Scott-Bathgate Co., Ltd., Winnipeg, has just returned from an extensive trip through-out California.

Wm. Meikle, who joined the Royal Flying Corps, has just returned to his work with the G. McLean Co., Ltd., wholesale grocers, Winnipeg.

Swift-Canadian Co., Ltd., Winnipeg, is opening its factory for two days to allow housewives to inspect the manufacture of oleomargarine.

E. A. Farley has joined the staff of Tees & Persse, Ltd., Winnipeg. Mr. Farley was for many years city traveller for W. L. Mackenzie Co., Ltd., Winnipeg.

Gibson Patterson, Ltd., Winnipeg, have taken over larger office space in the premises at 280 William Ave., and now occupy a corner position in the building, on the ground floor.

A \$1,000 cheque from Mr. and Mrs. A. McDonald was sent to the Winnipeg Children's Hospital fund last week. Mr. McDonald is a former Mayor of Winnipeg, and is president of McDonald Chapman Ltd., wholesale grocers.

James Wood, late of Western Grocers, Ltd., Winnipeg, is now calling on the jobbing trade in Winnipeg for W. L. Mackenzie Co., Ltd., Winnipeg. Years ago he handled Tetley's tea.

E. Evers, manager of the Montreal branch of W. K. Jahn Co., New York, was in Winnipeg the last week, calling

on the trade in conjunction with W. H. Escott Co., Ltd., who have been appointed their agents. W. H. Jahn Co., manufacture albumen, egg powder, cocoanut, and other lines that sell the manufacturers of biscuits and candy.

W. M. HOPKINS, OF SCOTT-BATHGATE, LTD., COMES TO WINNIPEG

W. M. Hopkins, who for three years has been connected with the Regina branch of Scott-Bathgate Co., Ltd., Winnipeg, has been appointed to work in the brokerage department of the company's business in Winnipeg. Mr. Hopkins has had fifteen years' selling experience in Western Canada. The many friends

which he has made in the trade during this time will be pleased to learn of his promotion.

McMANUS & HOWARD, LTD., UNDER NEW MANAGEMENT

W. E. Hoyle has taken over the business formerly known as McManus & Howard, Ltd., Winnipeg, and with certain extensions, will operate under the same firm name. Mr. Hoyle is adding a line of lubricating oils, etc., to the line of sanitary supplies manufactured by this firm. It is planned to enlarge the scope of the business, which has heretofore been confined to the city of Winnipeg.

Denies Bean Market Dead

Winnipeg Broker Tells of Way Wholesale Trade are Buying British Columbia White Beans

DAVID McLay, head of the McLay Brokerage Co., Winnipeg, takes issue with a statement which appeared in CANADIAN GROCER recently to the effect that beans are extremely plentiful in Canada. His experience would prove otherwise, he said. Mr. McLay recently solicited orders from wholesale grocers in Western Canada for British Columbia beans, subject to sample. He sold four hundred sacks, he said, on the first round, and when he received his sample, it was such a nice white bean he went back and each jobber doubled up his order, so that he sold a total of 825 bags, this at the new price.

Speaking of the price these beans would bring selling to the retail trade, Mr. McLay estimated that they would bring \$4.25 per bushel. Asked what prices had been prior to this, he gave as an example the price quoted by a Winnipeg wholesale house on April 1, namely 8¼ cents per pound, which works out about \$4.95 per bushel. Even at that price, he said, they were losing money, and this was a yellow bean. While the bean market has dropped considerably, Mr. McLay was of the opinion that a reaction was taking place.

He stated that, speaking generally, the jobbers in Winnipeg were not overstocked. There was one wholesale house and one department store who had big stocks of Japanese beans, or Burmas. The fact that he sold six jobbers beans last week in Winnipeg, and two outside houses, indicated that there was a demand.

Speaking of conditions generally, Mr. McLay stated that he noticed a reaction taking place in the case of canned goods.

The market was picking up in Eastern Canada. Gallon apples, for example, were practically cleaned up, and those that were offering were offered at high price. He thought that jobbers would not have sufficient gallon apples to carry them through the season. Speaking of corn, he stated that American houses did not seem to be able to offer until new crop, and what was being offered there was hardly suitable for the trade here. There was an odd car here and there in Eastern Canada which they were able to pick up. As regards tomatoes, there was an improvement in price. It was difficult to buy tomatoes, he said, except in jobbers' hands. Mr. McLay stated that peas was the only line showing quietness. New crop would begin to arrive in June, and all Winnipeg jobbers would have plenty of canned peas on their hands.

MAY RETURN TO WAR BREAD

Reports from Paris indicate that an increase in the milling percentage, which will virtually put the world back to a war bread basis for the next three months, is part of the program adopted by the Supreme Food Council, under the chairmanship of Herbert C. Hoover.

The program also includes a complete plan for securing and distributing food to allied, liberated, neutral and enemy countries until the next harvest.

One object of the program is to determine the available food supply and so to distribute shipping as not to put undue pressure on any one market.

Winnipeg Clerks Demand Minimum Wage of \$30 Per Week

They Also Ask Merchants to Give Them 44-Hour Week, and Other Considerations—R.M.A. Will Support Them if Given Support Themselves

WINNIPEG, April 30.—(Special).—The Retail and Wholesale Clerks, Shippers and Warehousemen's Association, of Winnipeg, have addressed a suggestion to the merchants of Winnipeg, which they want considered as a basis to work on for the future. Roughly speaking, it is as follows:

1. Forty-four hours shall constitute a week's work.
2. One hour for lunch at noon each day.
3. Employees shall receive full pay for holidays.
4. No overtime except at stocktaking, and then the pay shall be at the rate of time and half.
5. When reduction of staff becomes necessary, juniors shall be let out first.
6. When the staff is reduced, employees shall be given a week's notice.
7. Seniority shall govern cases of promotion.
8. Women and girls shall not be required to do heavy work.
9. No boys under sixteen shall be employed in any store governed by this agreement.
10. Employees shall be paid at the end of each week.
11. Apprentices must be over sixteen years of age when entering, and shall serve four years.
12. Only one apprentice shall be allowed to every five employees.

Rates of pay: Male, \$30; female, \$20 per week.

Rates for apprentices: First year, \$15; second year, \$17; third year, \$20; fourth year, \$25.

The above rate shall be known as the minimum rate of pay.

What the R. M. A. Say

In conversation with J. H. Curle, secretary of the Retail Merchants' Association of Manitoba, a representative of CANADIAN GROCER was told that it was too early to make a definite statement re the above suggestion. Mr. Curle stated that there would undoubtedly have to be many changes in the proposal as submitted, and that even before any agreement could be entered into, the retail grocery trade would have to be quite sure that the grocery business was going to be protected by the proper enforcement of the Early Closing By-law in Winnipeg. At present there is open house, due to the fact that an appeal is to be heard against the decision of Sir Hugh J. Macdonald's judgment in imposing a fine based on the Early Closing By-law. Retail clerks, Mr. Curle believed, would strongly support the by-law, and would join hands with the mer-

chants in removing groceries from night stores.

What R. M. A. Wants

Asked for a definition of "night" store, Mr. Curle stated that prior to the passing of the Early Closing By-law, fruit and confectionery stores had been

Pick-Up Trade and Family Business

J. J. Jackson, of Winnipeg, Has Developed Transient Trade to Take the Place of Family Business

ON the west side of Main Street, between the present Hudson Bay Store and Portage Avenue, a sign bearing the name of J. J. Jackson points the way into a grocery store, which, though it bears the signs of age, is doing a thriving business on a foundation laid years ago. On this solid foundation there has been developed, however, a new phase of trade, under the careful direction of Mr. Jackson, who is still actively engaged behind the store counters.

Twenty years ago Mr. Jackson established his own grocery store on the corner of St. Mary's and Main Streets. Some two years later the store was removed a few doors north to the present location. Prior to establishing this business Mr. Jackson was for eighteen years in the grocery department of the Hudson Bay Company's store in Winnipeg. It was here that he learned the trade and it is thought that a number of customers followed and assisted Mr. Jackson in his new enterprise.

In 1899 when the Jackson store was established on Main Street, similar businesses in the city were very few and far between. A grocery business under the name of H. P. Weldon was one competitive store which is in operation to-day under the control of a brother of the original owner. The A. R. Christie grocery, which only recently ceased business, was also located nearby at that time.

Changing Conditions Change Business Methods

It is significant that the Jackson grocery is to-day the only exclusive grocery store on Main Street, Winnipeg, for a distance of approximately half a mile. This district extends through the heart of the city's downtown and business section.

During the past twenty years, there have been many changes in the form of merchandising. Family trade was the specialty at first, and a percentage of this trade is retained to this day by the Jackson store, though it is growing more difficult to hold this trade as families separate and move to various sections of a growing city, and find more conveni-

ence by dealing at a store nearer at hand. Mr. Jackson does everything possible to hold this trade by giving service and satisfaction, but as the natural tendency is against the plan it is becoming difficult to keep in touch with these customers. The bulk of this trade is done over the telephone.

According to Mr. Curle, if the Clerks' Association will support them in having groceries removed from stores which open at night, then they will co-operate with them in getting down to a basis of a shorter working day, and a higher rate of pay, of which the above is put forward as a suggestion by the clerks.

A Pick-Up Business Worth While

This does not imply that trade on the whole is decreasing in volume, however, for transient trade is becoming a bigger factor with the Jackson store. There is a certain amount of "pick-up" business in a down-town grocery store and owing to the fact that this particular store is the only one of its kind in an extensive business district it draws considerable trade of this type. This business is very desirable for it is practically all done on a strictly cash basis and needs little further attention as regard delivery, etc.

IMPORTANT ESCOTT CALLERS

A number of manufacturers represented by W. H. Escott & Co., Ltd., have been in Winnipeg during the past week. Among them was James Wagstaffe, head of Wagstaffe's Ltd., jam manufacturers. After spending some time in Winnipeg, Mr. Wagstaffe went West as far as Vancouver, calling on the trade. He returned to Winnipeg last week, and later returned to Hamilton.

Another caller at Escott's was Sydney Pascall, representing the English confectionery manufacturers of that name. After spending two days in Winnipeg, Mr. Pascall returned to Ottawa, where he is staying.

T. B. Cooke, of the Dominion Molasses Co., Halifax, another Escott account, spent some time in Winnipeg last week, calling on the wholesale trade. He proceeded West from Winnipeg and will cover the trade from here to the Rockies.

PACIFIC COAST REPORTS GOOD SPINACH CROP

News from the Pacific coast indicates a good crop of spinach, not so plentiful as had been hoped, but of good quality.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE has been a general firming tendency in all markets during the past week that in some instances only represents a better disposition on the part of the trade toward the product, and in others indicates a situation that presages, if it has not already resulted in, materially higher figures.

TORONTO—One of the notable features of the market this week was the substantial advances recorded in corn syrup and corn products generally following the sharp advance of corn on the market. This advance totalled 30 cents a case on syrups. There has been a sharp advance in prunes also, and prices on evaporated apples and apricots are also higher.

Coffee has scored another sharp advance, increasing the price about two cents a pound all round. Tea is very firmly held, and there is the possibility of advance here also. The heavy export demand for canned goods has resulted in a practical cleaning up on all fruits, and a material curtailment of stocks of vegetables. This has put the canned goods situation business in a much better position than it occupied some little time ago.

While poor grades of rice are fairly plentiful, the better grades are by no means so, and deliveries are very uncertain. Beans, too, are in a better market position. The phenomenal advance of live hogs to \$21.50 during the week has resulted in advances in all pork products. Eggs also are somewhat higher, but butter is reacting under the diminished buying engendered by high prices and is showing some declines.

MONTREAL—Among the advances made this week is one of a quarter of a cent per pound for various starches. These are in good demand and the high corn markets have effected this advance. Corn syrups are moved up half a cent per pound for bulk kinds and 30c per case for case goods. Peanuts, Brazil nuts, are higher, and some varieties of nuts are getting scarce. Dried apples are likely to advance, supplies having been exported freely. Other advances include canned peaches and pears, and various green vegetables, pine-apples, etc. Coffee prices have advanced one cent on two grades, and the chances are that higher prices still will prevail. Rolled oats and cornmeal are higher, the price for grain being continually higher. Winter wheat flour is up 50c per barrel, and hay and grain prices are again increased.

Declines are made on cucumbers, ginger, cloves, cassia, white and black pepper, castor oil, pickles of various kinds, and Epsom salts. There is a fair outturn of business in various lines, and prices are, for the most part, inclined upward.

WINNIPEG—Coffee is in a steadily advancing market with higher prices this week. Further advances may be expected as this market is being influenced by the approach of Peace. Dried fruits are very firm with higher prices on prunes, apricots and evaporated apples. In sympathy with the recent advance in corn, starch and corn syrup have advanced this week. Washington rhubarb is cheaper. Apples are very scarce and prices are higher. Some vegetables are scarce; lettuce declines while cabbage jumps four cents per pound. Bean market firming up again.

QUEBEC MARKETS

MONTREAL, April 30—Grocery markets are reasonably satisfactory this week, there being considerable business among the jobbers. A larger sale is anticipated for some lines, and while orders are small, in many cases, there is a large tonnage in the total.

There have been some important price changes, these appearing in the summary above.

Pickles and Castor

Oil Are Lower

Montreal

PICKLES, CASTOR OIL. — Lower quotations are being made on various

grades of pickles. The declines run from 5c to 15c per dozen. Castor oil is very much lower, and the following prices are quoted by one jobber. The old prices are given first, and the revised levels follow: One oz., per doz.,

old price, 95c; new price, 65c; 2 oz., \$1.75, \$1.10; 3 oz., \$2.45, \$1.45; 4 oz., \$3.50, \$1.90; 6 oz., \$4.75, \$2.65; 10 oz., \$7.80, \$4.25; 16 oz., \$12.00, \$6.40.

Salt Quotations

Under Revision

Montreal

SALT.—Several jobbers have made revisions in salt of both coarse and fine grades, the same being made effective for Montreal and outside territories served from here. Some of the prices prevailing are as follows: Coarse, 140 lb. bags, \$1.75; 100 lb., \$1.35; rock, 200 lb. bags, \$2; cheese salt, in barrels,

\$4.25; dairy salt, in barrels, \$4, and in 50 lb. bags, 80c; factory filled, barrels, \$3.75, 50 lb. bags, 70c; fine, in barrels, \$3.15 to \$3.75, 200 lb. bags, \$2.10-\$2.50; 100 lb. bags, \$1.25, 50 lb. bags, 62½c-75c. Cost of delivery to adjacent points within truck delivery distance, extra.

These are conditions peculiar to the Montreal districts, being prices set to meet competition from British manufacturers, who can lay down salt in the Maritimes and parts of Quebec at a less cost for transportation than from the Western Ontario salt field.

Starches Are Up; Epsom Salts Down

Montreal

STARCH, SALTS.—Advances of one-quarter of a cent per pound are made for most grades of starches. The exceptions are celluloid and enamel grades. This advance is made necessary following the high prices for corn.

Epsom salts have declined in this market, the present price being 2c down, to 6c per lb.

Sugar is Firm; Moves Freely

Montreal

SUGAR.—Refiners are working steadily to overtake an increased business. They anticipate a continuance of good business, particularly when ships are available for a larger export, for the Europeans will want increasingly large lots of refined sugar. There is a large as well as a free movement from the South of raw sugars, and domestic demand is better, if anything, than it has been. The price basis is steady, firm, and unchanged.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15-10 30
Iceing (25-lb. boxes)	10 55-10 70
Iceing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 25-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	11 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Canned Fruit Up; Vegetables Move

Montreal

CANNED GOODS.—Free movement of canned vegetables and fruits continues. As a matter of fact, jobbers have been selling a great deal of surplus stock for overseas account, and one jobber stated that he had just disposed of 11,000 cases of tomatoes to be

shipped out of the port of Montreal in the immediate future.

Canned fruits are scarcer, and there is a firming tendency all around on these lines. One jobber has moved his prices up 10c per dozen on pears, and 5c per dozen, each, on greengages and peaches.

Canned Fruits—

Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s		1 90
Currants, black, 2s, doz.		4 00
Do., gallons, doz.		13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.		3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.		2 50
Do., No. 2	2 80	3 00
Do., 2½s	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2½s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2½s		4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do. (light syrup, 2s)		2 00
Raspberries, 2s	4 00	4 20
Do., 2½s		2 60
Strawberry, 2s	3 97½	4 20

Canned Vegetables—

Asparagus (Amer.) mammoth green, doz.		4 00
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee		1 42½
Beets, new sliced, 2-lb.	1 40	2 35
Corn (2s)	2 05	1 75
Carrots (sliced), 2s	1 45	2 45
Corn (2½s)		7 50
Corn (on cob), gallons	7 25	3 00
Spinach, 3s		3 15
Spinach, California 2½s		10 00
Do. (wine gals.)		0 95
Tomatoes, 1s	1 20	1 35
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 75	1 90
Tomatoes, gallons	6 00	7 42½
Peas, standards	1 40	1 50
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.		1 57½
Potatoes, Can. sweet, 2½-lb tins		2 75
Do., 2-lb. tins		1 35
Olives (in bls. 49 wine gals.), gal.		Per gal.
Specialties		7 50
Olive oil (pure), 1 gal. tins		8 00
Do., ½ gal. tins		7 00
Do., 5 gal. tins		32 00
Tomato Paste, 100 tins (case)		33 00
Do., 200 tins (case)		39 00
Do., 12-10 lbs.		2 50
Salad oil (bbis. 50 gals.), gal.		1 45
Olives, Queen, gal.		

Canned Fish—

Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb. doz.		1 37½
Pale, 1 lb. doz.		2 37½
Pinks, ½-lb. doz.		1 62½
Cohoes, 1-lb. talls		3 75
Cohoes, 1-lb. flats		2 25
Cohoes, ½ lbs. flat		1 75
Herrings, kippers, dz. (4 dz. case)	2 25	2 50
Herrings (tomato sauce), doz.		1 00
Haddies (lunch) (½-lb.)	9 00	9 25
Haddies, chicken (canned), doz.	4 00	4 60
Red Springs, 1-lb. talls	2 45	2 45
Red Springs, ½ lb.		2 30
White Springs (1s)		
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	3 60
Labrador salmon, 1-lb. flat	1 90	2 00
Pilchards, 1-lb. talls		1 90
Whale Steak, 1-lb. flat	6 75	7 00
Canadian sardines (case)		
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Lobsters, ¼-lb. doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¾-lb. doz.		6 00
Do., 1-lb. flats		7 00
Lobster paste, ½ lb. tins	3 25	3 40
Sardines (Amer. Norweg'n style)	14 50	
Sardines (gen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality), case	7 00	16 50

Sardines, French		32 00
Scallops, 1-lb. doz.		3 25
Scotch Snack, No. 1, dz., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (cs 4 doz.)		6 75
Clams (river) (1 lb.), doz.		1 90

Quiet Bean Market; But Very Firm

Montreal

BEANS.—Local market conditions at present are on the quiet side. This does not mean that sales will not be made; nor that they will be curtailed materially, when the demand increases for export. This increased activity is likely to manifest itself a little later. In the meantime, car lots are selling at higher figures, and there is a firmer feeling for best varieties in particular.

Canadian, hand-picked, bush	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese		4 50
Yellow Eyes		6 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)		5 25
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.		4 00
Barley, pearl, per bag 98 lbs.	5 00	5 50

Much Rice Sells; One Readjustment

Montreal

RICE.—Prices have, for the most part, held firmly on rice, and the general undertone is steady. One jobber made a change on Siam No. 2, having procured a large supply at a new price basis. There is every indication of a steady, strong market, say the jobbers.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00
Siam, No. 2	7 65
Siam (fancy)	10 50
Rangoon "B"	8 50
Rangoon CC	8 10
Mandarin	10 00
Peking	9 00
Tapioca, per lb. (seed)	0 11½
Tapioca (pearl)	0 11½
Tapioca (flake)	0 11

Brazil Nuts Up 2c; Many Nuts Scarce

Montreal

NUTS.—Brazil nuts are up in one quarter 2c per lb., and there is a firm undertone still on peanuts, prices being likely to advance again. Pecans and filberts are reported as very scarce, and there is a scarcity of good grade walnuts, it is pointed out. Prices are generally firm and well maintained.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 53	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 23	0 25
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12½	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 35	
Fancy splits, per lb.	0 32	
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 3	0 21	0 24
Pecans "paper shell," extra large Jumbo		0 40

Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Dried Apples To Be Advanced Here

Montreal.

DRIED FRUITS.—Movement of evaporated apples has continued right along, until reports indicate that the Canadian market has been pretty well relieved of large tonnage. One importer stated to CANADIAN GROCER that he believed 100 carloads had been exported. This same informant stated that he had bought, in the Manitoba market, a bulk quantity of evaporated apples at 17c per pound. This makes the quotations in the list following, look low, and advances may be looked for at any time.

There is a steady demand for raisins and prunes, and for other lines, but this is only seasonable.

Apricots—

Choice	0 24	0 25
Slabs	0 22	0 23
Fancy	0 30	
Apples (evaporated)	0 17	0 18½
Peaches (fancy)	0 22	0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 20	0 22½

Drained Peels (old)—

Citron	0 46	
Lemon	0 40	
Orange	0 41	0 43

Drained Peels (new)—

Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 36 lb. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	

Raisins—

Bulk, 25-lb. boxes, lb.	0 17½	
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		

crown, \$7.50; 6 crown cluster, \$7.00—

Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins		
Do., 5 cr.	2 25	
Muscatsels, loose, 3-crown, lb.		
Do., 4 cr.		
Muscatsels, loose, 2-crown		
Do., 6 cr.		
Choice seeded, 12 oz.	0 10½	
Fancy seeded, 16 oz. pkgs.	0 13½	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. package	0 11	0 11½
Do., 15 oz. pkg.	0 11	0 15
Do., bleached, 15 oz. (choice)	0 15	
Do., (fancy)	0 16	

\$5.50; 4-crown cluster, \$6.50-\$6.75; 5

Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. bxs	0 16	0 20
Currents, old pack., 15 oz.	0 29	0 31
Currents, Greek (bulk)		0 18
12 oz.		0 16½
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs.	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.)	3 00	3 60
Pkgs. 6 oz. (50 pkgs.)	3 00	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
Muscatsels, 4-crown, lb.	0 13	
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkg.	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 00	
Do., Dromedary (36-10 oz.)	8 00-8 50-8 64	
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)		5 40
Do., (28 8-oz. bxs)		3 50
Do., (12 16-oz. bxs)		2 20
Figs (cooking), 50-lb. boxes, lb.	0 16	

Prunes—

California (25-lb. boxes)—		
30-40s	0 22	
40-50s	0 19	0 20

50-60s	0 19	0 22
60-70s	0 18	0 20
70-80s (25-lb. box)	0 18	
80-90s	0 16½	
90-100s	0 14	
50-lb. boxes, 80-90s	0 14½	0 14
90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon—		
30-40s (25 lb.)	0 24	
40-50s (50 lb.)	0 22	
50-60s (50 lb.)	0 20	
50-60s (25 lb.)	0 21	
70-80s (25 lb.)	0 17½	

Pepper, Cassia, Cloves On Lower Levels

Montreal.

SPICES.—In accord with the lowering tendencies pointed out in CANADIAN GROCER for the past two or three weeks, spices have been reduced in price, and there are lower quotations this week for cloves, cassias, ginger, and black and white peppers. The basis on some lines is rather a nominal one, since some importers have larger stocks of one line, and others again, small ones. The tendencies are still of an easy nature.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 50	0 60
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	2 00
Cardamom seed, per lb., bulk	0 80	0 90
Caraway, Dutch, nominal	0 30	0 30
Cinnamon, China, lb.	0 30	0 35
Cinnamon, per lb.	0 35	0 40
Mustard seed, bulk	0 25	0 40
Celery seed, bulk (nominal)	0 85	0 90
Shredded coconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Half a Cent to 30c Advance on Syrup

Montreal.

SYRUPS.—In view of the upward trend of corn prices, syrups made of this grain are higher, and this is in definite accord with the mentioned tendencies in CANADIAN GROCER last week, and the week previous. Half a cent per lb. has been added to bulk prices, while case goods are up 30c per case. The market is decidedly of a firm character.

Molasses is still on the basis of \$1.03, Montreal, and there is but a seasonable amount of business passing.

Corn Syrup—

Barrels, about 700 lbs.	0 07¾	
Half bbls.	0 08	
Kegs	0 08¼	
2-lb. tins, 2 doz. in case, case	5 15	
5-lb. tins, 1 doz. in case, case	5 75	
10-lb. tins, ½ doz. in case, case	6 45	
20-lb. tins, ¼ doz. in case, case	5 40	
2-gal. 25-lb. pails, each	2 45	
3-gal. 38½-lb. pails, each	8 65	
5-gal. 65-lb. pails, each	6 90	

White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 65	
5-lb. tins, 1 doz. in case, case	6 25	
10-lb. tins, ½ doz. in case, case	5 95	
20-lb. tins, ¼ doz. in case, case	5 90	
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	

	Prices for	
Barbadoes Molasses—	Island of Montreal	
Puncheons	1 03	
Barrels	1 06	
Half barrels	1 08	
Antigua Molasses—		
Puncheons	0 95	
Barrels	0 98	

Reports Incomplete; Maple Sugar High

Montreal.

MAPLE PRODUCTS, HONEY.—It would scarcely be safe to commit oneself to accurate estimate of the sap run. Some districts have been favored with a good yield, it is said, while others are not reporting a good season at all. The farmers, realizing this uncertain condition, are holding their supplies, in some cases, and the market is not flooded with surplus supplies. The price basis is naturally firmer, and syrup is selling at \$2.10 to \$2.40 per imperial gallon. Sugar still hovers around 25c.

The honey market is seasonable; there are good supplies of pail grade, and the price basis is unchanged.

Maple Syrup—		
13½-lb. tins (each)	\$2 10	\$2 25
10-lb. cans, 6 in case, per case		15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 60
Maple Sugar (nominal), small lots		0 25
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 50 lbs.	0 26	
30-lb. pails	0 27	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey—Buckwheat, tins or bbls.	0 22	

Coffee Advances; Will Move Higher

Montreal.

COFFEE, COCOA.—The expected advance for coffees has been made on two grades, Bogotas and Jamaicas, each of which has firmed one cent per pound. There is every likelihood of higher prices still being effected, in fact, when present supplies are used up, it is stated that the basis will be a materially higher one. The movement continues satisfactory to all points.

There is a steady, seasonable demand for cocoa, and this is without price change for the week.

Coffee, Roasted—		
Bogotas, lb.	0 40	0 43
Jamaica, lb.	0 34	0 37
Maracaibo, lb.	0 35	0 37½
Mocha (types)	0 38	0 42
Mexican, lb.	0 38	0 40
Rio, lb.	0 31	0 33
Santos, Bourbon, lb.	0 36	0 38
Santos, lb.	0 35	0 37
Cocoa—		
Bulk cocoa, 200-lb. bbls., lb.	0 22	
Do., 100-lb. bbls., lb.	0 23	
Do., 50-lb. cans, lb.	0 24	

Tea Cables Are Now Awaited

Montreal.

TEA.—Cables are anxiously being awaited relative to the opening prices on Japan grades, and these may be com-

ing to hand within a couple of weeks, or even sooner. There is some belief that opening prices will be high. A rumor is current that damage has been done the Japan crop, but this is not definite enough to give particulars as to what damage may have been done. There is a fair movement of orders, but these are generally small.

Pekoe, Souclongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 55
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange ekoes	0 41	0 43
Small lots		11 20
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Oats and Cornmeal

On Higher Basis

CEREALS.—There is an advance this week on both cornmeal and rolled oats. This is in very definite accord with the tendencies referred to last week by CANADIAN GROCER, when it was pointed out that “there may be advance for cereals.” The strong grain markets continue, and the undertone to these products is therefore very firm. Some report a good movement of package goods.

Self-raising Flour—		
1-lb. pkgs., doz.	2 85	
5-lb. pkgs., doz.	5 60	
Cornmeal, Gold Dust	4 75	5 00
Barley, pearl	5 25	6 00
Barley, po., 98 lbs.	4 00	
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
(As to grade)		
Cornflour, white	4 50	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 50	5 75
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut.		5 70
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rollod oats, 90-lb. bags	4 25	4 40
Rollod oats (family pack.), case		5 60
Rollod oats (small size), case		2 00
Oat Flakes (case 20 pkgs.)		5 10
Rollod wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case		6 00
Packages, 20 in case (family pack.)		5 80
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Pastry Flour Up;

Regular Grade Held

WHEAT FLOURS.—An advance was made during the week for winter wheat flour, this being 50c per barrel. Scarcity of milling wheat is assigned as the reason.

The standard grades of flour are steady and unchanged. Millers report more activity, and both export and domestic orders are more frequent, the former business being a source of much satisfaction to the millers.

Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	21 00	
Per bl., in (2) cotton bags, 98 lbs.	11 15	
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	

Shorts and Bran

Still on Move

Montreal.
FEEDS.—Movement of bran and shorts still continues, although some expected that it would have closed off before this. The basis is held without change, and orders received are being filled quite promptly, the mills having larger supplies than formerly.

Shorts—		
Mixed cars	44 25	
Bran—		
Mixed cars	42 25	
Crushed oats	54 00	60 00
Barley chop	50 00	58 00
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	54 00	
F.O.B. Fort William	50 00	

Hay \$2.00 Higher;

All Grains, Too

Montreal
GRAIN, HAY.—Advances are made for hay, two dollars per ton being added to the price of each grade. This makes a very high level, the number one stock bringing \$32 per ton. Straw is unchanged at \$11. The poor condition of wagon roads, and a good demand for hay from users, is responsible for the high price basis.

An advance of two cents has been made for both oats and barley, this applying to all grades.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good No. 1, per 2,000-lb. ton.	\$32 00	
Do., No. 2	30 00	
Do., No. 3	28 00	
Straw	11 00	
Oats—		
No. 2 C.W. (34 lbs.)	0 88½	
No. 3 C.W.	0 85½	
Extra feed	0 85½	
No. 1 feed	0 83½	
No. 2 feed	0 80½	
Barley—		
No. 3 Extra	1 23	
No. 3	1 21	
No. 2	1 25	

Note.—These prices are at elevator and bags and bagging are not included.

Pineapples at \$9.00;

Apples Scarcer

Montreal
FRUITS.—Advances have been made for pineapples, these selling up \$1 per crate, in some cases to \$9.00. Apples are also very high and firm, but there are no changes. The better grades are getting scarce, and some grades are gradually disappearing. Trade is fairly active.

Apples—		
Ben Davis	9 00	10 00
Baldwins, No. 1	9 00	10 00
Greenings	9 00	10 00

Spies	12 00	14 00
Russets	9 00	10 00
Kings, No. 1	9 00	10 00
Apples (in boxes)		5 50
Winesaps (box)		5 50
Rome Beauty		5 75
Newton Pippins		4 75
Bananas (fancy large), bunch.	5 50	6 00
Cocoanuts, sack	10 00	11 00
Grapefruit (fancy Porto Rico) ..	4 25	4 50
Lemons (Messina)		6 00
Lemons (California)		4 25
Pears, Cal., eating, small box.		4 00
Pears, California (110 size)		5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Florida		5 00
Oranges, Cal. navel, 126		6 00
Do., 150		6 25
Do., 176		6 50
Do., 200-216		6 50
Tangerines, half boxes		4 75
Blood oranges		4 50
Pineapples (24s to 36s)	8 00	9 00
Rhubarb, doz.	2 00	2 50
Strawberries (box)		0 20

Potatoes, Cabbage Up;

Cucumbers Down

Montreal
VEGETABLES.—Prices are up for potatoes, Green Mountains selling as high as \$2.50 per bag. Cabbage is also very much higher, new stock selling up to \$13 per barrel. Celery is steady and unchanged. There is a tendency to higher prices for coarse vegetables, while some of the imported varieties will be lower.

Beans, new string (American)		
basket	9 00	10 00
Beets, bag		1 00
Brussels Sprouts (Amer.)		0 40
Cucumbers, Boston (doz.)		2 00
Cucumbers, Florida (basket)		3 00
Chickory, doz.		3 00
Cauliflower (imported), doz.		5 50
Cabbage, bbl.		6 00
Cabbage, new, crate		13 00
Carrots, bag		2 00
Celery (Wash.), doz.		2 50
Celery, crates (3-4 doz.)		10 00
Egg plant	3 00	4 00
Horseradish, lb.		0 20
Lettuce (curly), hox (3 doz.)		3 50
Do., (4 doz.)		4 25
Lettuce, Boston, box		4 25
Leeks		3 50
Mint		0 60
Mushrooms, lb.		1 75
Basket (about 3 lbs.)		3 50
Onions, Can., bag (75 lbs.)		3 50
No. 1 Yellow (75 lbs.)		3 50
No. 1 Red (75 lbs.), crate		3 50
Red, 100 lbs., bag		5 00
Onion (Shallots), doz.		0 25
Oyster Plant		1 00
Parsnips, bag		2 50
Parsley (C.nadian)		0 75
Parsley (American)		2 00
Potatoes, Montreal (90-lb. bag) ..		2 00
Potatoes (New Brunswick), bag.		2 50
Potatoes (sweet), hamper		6 00
Romain, doz.		3 00
Radishes, doz.		0 75
Spinach, box		2 00
Spinach, bbls.		6 00
Turnips, per bag, Montreal		1 50
Turnins, Quebec		1 75
Tomatoes (hothouse), lb.		0 40
Tomatoes, crates (fancy)	7 00	8 00
Tomatoes (choice), crate		6 00

ONTARIO MARKETS

TORONTO, April 29—Market conditions have been fairly brisk during the past week with the buying demand somewhat improved. There is, generally speaking, a very firm undertone to the market which has resulted in strong advances in various lines.

SUGAR.—Quotations on sugar show no change this week. A strike in the plant of the Redpath refineries at Montreal had no effect on prices, as far as this company was concerned. Supplies said to be ample for all purposes, but

there is no indication of any price change at present.

St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated.	19 16
Can. Sugar Refinery, extra granulated.	19 16
Dom. Sugar Refinery, extra granulated ..	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over	

basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Advances Are Noted In Corn Cereals

Toronto.

CEREALS.—The continued strength of the corn market has stimulated quotations on cornmeal. Otherwise prices on cereals are firm, but unchanged.

	Single	Bag	Lots
	F.o.b.	Toronto	
Barley, pearl, 98s	6 00	6 25	
Barley, pot, 98s	4 50	4 75	
Barley Flour, 98s		4 50	
Buckwheat Flour, 98s	7 25	8 00	
Cornmeal, Golden, 98s	4 75	4 90	
Do., fancy yellow, 98s	4 75	5 00	
Corn Flour, white, 98s	4 60	4 85	
Do., Government standard, 98s		4 25	
Hominy grits, 98s		5 25	
Hominy, pearl, 98s		5 00	
Oatmeal, 98s		4 55	
Oat Flour		4 50	
Rolled Oats, 90s	4 25	4 50	
Rolled Wheat, 100-lb. bbl.	6 50	7 00	
Rice Flour, per 100 lbs.		8 00	
Linseed Meal, 98s		6 75	
Rye Flour, 98s	6 50	7 25	
Peas, split, 98s		5 50	
Blue peas, lb.		0 10	

Above prices give range of quotations to the retail trade.

Corn Syrups Are Again Up 30 Cents

Toronto.

MOLASSES, SYRUPS.—Another sharp advance is reported in the prices of corn syrup this week, quotations on all cases being up 30 cents, and bulk syrup is up half a cent per pound. The stronger position of the corn market is attributed as the reason for the advance, as all corn starches likewise show a fractional gain. The market for molasses is firm, although a wider range is quoted by most dealers on baking brands of Barbadoes.

Corn Syrups—			
Barrels, about 700 lbs., yellow, per lb.		\$0 07 3/4	
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.			
Cases, 2-lb. tins, white, 2 doz. in case	5 65		
Cases, 5-lb. tins, white, 1 doz. in case	6 25		
Cases, 10-lb. tins, white, 1/2 doz. in case	5 95		
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15		
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55		
Cases, 10-lb. tins, yellow, 1/2 dz. in case	5 45		
Cane Syrups—			
Barrels and half barrels, lb.	0 08		
Half barrels, 1/4c over bbls.; 1/4 bbls., 1/4c over bbls.			
Cases, 2-lb. tins, 2 doz. in case	7 00		
Molasses—			
Fancy, Barbadoes, barrels	1 10	1 15	
Choice Barbadoes, barrels		1 00	
West India, bbls., gal.	0 44		
West India, No. 10, kegs	6 50		
West India, No. 5, kegs	3 25		
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90		
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75		
Tins, 5-lb., 1 doz. to case, Barbadoes	5 80		
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20		
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00	
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50	
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20	
Tins, No. 10, baking grade, case			

of 1/2 doz. 3 60 6 00
West Indies, 1 1/2s, 48s 4 60 6 95

Corn Starch Higher; Packaged Cereals Firm

Toronto.

PACKAGE GOODS.—The advances in both culinary and laundry corn starches form the only change in the market for package goods this week. These are marked up a quarter of a cent per pound.

	PACKAGE GOODS
Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s case	4 00
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1 1/2s, 48s	4 60
Cornstarch, No. 1, lb. cartons	0 11 1/4
Do., No. 2, lb. cartons	0 09 3/4
Laundry Starch, in 1-lb. cartons	0 11 1/2
Do., Do., in 6-lb. tin canisters	0 12 3/4
Do., Do., in 6-lb. wood boxes	0 12 3/4
Potato Flour, in 1-lb. pkgs.	0 20

COFFEE MARKET SHOWS SHARP ADVANCES

The degree of uncertainty that is characterizing the coffee situation is assuming larger proportions. Advances of from two to three cents are reported at all primary points, and these have been followed by similar gains here. All coffees are quoted higher by Toronto dealers, and all are agreed that the market is extremely bullish. The fact of an early renewal of European business constitutes the principal factor in the advance. Practically all the warring countries in Europe are heavy consumers of coffee, and they have had little during the war years. Thus, when trade with them reopens it is bound to create an excessive demand, that supplies may not be sufficient to meet owing to a partial crop failure in Brazil. Some dealers have no hesitation in predicting still further gains immediately peace is signed.

Rice Deliveries Are of Poor Quality

Toronto.

RICES.—Supplies of rice offered appear to be fairly ample, but the difficulty, dealers state, is to get them of quality. Deliveries of Japan rices have practically stopped, because of restrictions by the Japanese Government.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.		8 75
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Pakling		10 00
Tapioca, per lb.	0 11 1/2	0 12
White Sago	0 11 1/2	0 12

Jumbo Peanuts Are At Higher Levels

Toronto.

NUTS.—New York advices report another advance in Brazil nuts, quotations

showing a gain of a cent. Walnuts are holding at high figures, and the entire nut market evidences a strong undertone. Supplies of walnuts and almonds are inclined to be limited. Quotations on Jumbo walnuts show advances at from 20 to 21 cents for the roasted kind.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles lb.	0 28	0 30
Walnuts, Bordeaux, lb.	0 34	0 35
Filberts, lb.	0 44	0 46
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.		
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 44	0 46
Walnuts	0 75	0 80
Peanuts, Spanish, lb.	0 16	0 17
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 75	0 80

Quotations in Beans Well Maintained

Toronto.

BEANS.—No change is noted in quotations on beans. Prices are holding fairly firm, although supplies are rather plentiful.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$4 00
Do., hand-picked	4 25
Japanese Kotoshiki, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 11 1/2 0 12

Heavy Export Demand For Canned Vegetables

Toronto.

CANNED GOODS.—Few changes are noted in the prices of canned goods. The market for both peas and tomatoes shows firmer tendencies. There has been a heavy export trade in the latter, and wholesalers state that they could have disposed of them at even higher prices, had they been procurable. American corn is practically supplying the demand, there being no good Canadian corn just now. Canned fruits are pretty well cleaned up.

Salmon—

Sockeye, 1s, doz.	4 00	4 50
Sockeye, 1/2s, doz.	2 40	2 50
Alaska reds, 1s, doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, 1/2-lb., doz.		8 75
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2s		1 92 1/2
Peas, standard	1 50	1 95
Peas, early June	1 67 1/2	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Corn, 2s, doz.		2 25
Pumpkins, 2 1/2s	0 95	1 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 60	3 80
Do., shredded, 2s, doz.	3 00	3 02 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 85	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Peaches, 2s		2 87 1/2
Pears, 2s	2 35	2 87 1/2
Plums, Lombard, 2s	1 97 1/2	2 22 1/2
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45

Jams—		
Apricot, 4s, each	0 84	
Black currants, 16 oz., doz.	4 00	
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 15 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Dried Fruits Sell

At Stronger Prices

Toronto.
DRIED FRUITS.—There is a very heavy demand for dried fruits and supplies are becoming very scarce. Ontario evaporated apples show quite a strong advance from last week, being quoted all the way from 17 to 20 cents. Substantial advances are also noted in prunes and apricots, and the general opinion among dealers is that quantities of these available will be very limited until the new crop comes on the market in the fall. Peaches, too, are quoted a little higher.

Apples, evaporated, Ontario	0 17½	0 20
Apricots, unpeeled	0 16¾	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange		0 45½
Citron	0 47	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	7 00	
Dromedary dates, 3 doz. in case	8 00	
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 20s, case	3 25	
Cal., 10 oz., 12s, case	2 25	
Prunes—		
30-40s, per lb.	0 25	
40-50s, per lb.	0 23½	
50-60s, per lb.	0 20	
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11½	0 12½
100-120s, per lb.		0 11½
Peaches—		
Standard, 25-lb. box, peeled	0 20	
Choice, 25-lb. box, peeled	0 23	
Fancy, 25-lb. boxes	0 24	
Practically peeled, 25-lb. boxes	0 22½	
Extra choice, 25-lb. box, peeled	0 26	
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	0 17	
Seedless, 15-oz. packets	0 15½	0 16
Seeded, fancy, 1-lb. packets	0 14	
Seeded, 15 oz. packets	0 15	
Seedless, Thompson's, bulk	0 16	
Seedless, 16-oz. packets	0 15½	0 16
Do., Bakers, Thompson's, 50s	0 16	
1 Crown Muscatels, 25s		0 14

Firm Undertone to

Market For Teas

Toronto.
TEAS.—There is a very firm undertone to the market for teas, although quotations show no change. One jobber quoted prices slightly under those of the majority of dealers. In fact, the statement was made that some jobbers were buying supplies for a pack already sold and paying an advance for the same. The general trend appears to be towards higher levels, rather than to easier quotations.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 50
Broken Pekoes	0 54	0 56
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 45	0 48

Japans and Chinas—		
Early pickings, Japans	0 50	
Second pickings	0 40	0 45
Hyson Thirds, lb.	0 40	0 48
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 62

Strong Advances On

All Lines of Coffee

Toronto.
COFFEE.—Advances on all lines of coffees are reported. The market is very strong and the situation is such that further gains are not unlikely. Advances amount to from two to three cents per pound.

Coffee—		
Java, Private Estate	\$....	\$0 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaibo, lb.	0 41	0 43
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica		0 50
Mocha, lb.	0 46	0 48
Mocha, Arabian, lb.		0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 41	0 42
Santos, Bourbon, lb.	0 41	0 42
Ceylon, Plantation, lb.		0 48
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Spices Are Unchanged;

Waiting Developments

Toronto.
SPICES.—There is no change in the market for spices, but dealers are awaiting developments, which, they state, are bound to come with the signing of peace.

More Activity in

the Flour Trade

Toronto.
FLOUR.—No change is reported in the flour situation, prices remaining unchanged. There is more activity in the milling industry, due to recent allocations of export orders.

FLOUR		
Government Standard, 74% Extraction.		
Manitoba Wheat Flour, in carload shipments, on track, bbl.		\$11 25
Ontario Winter Wheat Flour in carload shipments, track, bbl.		\$10 00

Little Trade in Honey;

Maple Syrup Scarce

Toronto.
HONEY.—There is little moving in the honey market and dealers report quite a shortage in receipts of maple syrup. Indications point to fairly firm prices on both these lines.

Ontario Potatoes

Are Slightly Higher

Toronto.
VEGETABLES.—Stocks of tomatoes arriving are inclined to be poor. Dealers are quoting Florida fancy tomatoes as high as \$8. Choice Florida tomatoes are offered at \$7.50. New cabbage from California is selling at from \$8.50 to \$10 per case. Florida cucumbers are lower this week, selling at from \$5 to \$5.50. A feature of the vegetable market this week is slightly higher quotations on Ontario potatoes. They are selling up to \$2. All imported vegetables show expanding receipts, and the demand for the same is better.

Asparagus, Cal., 12 large bunches to case	\$7 00	\$7 50
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Beets, bag		0 75
Cabbage, Cal., large crate	8 50	10 00
Do., California		4 00
Do., Florida, large crate		7 00
Cauliflower, Cal., per hamper		3 50
Do., Oregon, large flat crate, 10 to 18 heads		5 50
Celery, Florida, 3s to 6s, 8s.	7 50	8 00
Carrots, bag		1 50
Do., Imported, hamper (3 doz. bunches)		3 50
Cucumbers, 2 doz. (imported)	5 00	5 50
Do., Do., domestic		5 00
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case		5 50
Do., Do., Florida, 30 head to hamper		4 50
Do., leaf, doz.	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	2 75	2 85
Do., Do., 100-lb. bag		4 25
Do., green Shallots, doz.		1 00
Do., Texas, crate		6 00
Parsnips, bag		0 75
Parsley, large bunches, doz.		1 00
Peppers, green, doz.		1 00
Potatoes, Sweet, Louisiana, hamper		2 50
Potatoes, Ontario, bag	1 75	2 00
Spinach, hamper		2 50
Tomatoes, Florida, Fancy, case		8 00
Do., Do., choice, case		7 50

Millfeeds More Plentiful;

Prices Are Easier

Toronto.
MILLFEEDS.—Now that the mills are operating at normal capacity, supplies of millfeeds are increasing and price tendencies are towards lower levels. The fact, too, that grass will soon be available has also had a bearish effect on the market. Both bran and shorts are quoted at from \$42.25 to \$45.

	In carlots, track	
Bran, per ton	\$42 25	\$45 00
Shorts, per ton	42 25	45 00

Porto Rico Pineapples

Show Further Declines

Toronto.
FRUITS.—Much easier prices prevail on Porto Rico pineapples this week. Shipments are heavier and the opinion is that from now lower quotations will rule. Prices show declines of from \$1 to \$1.50, as compared with last week at from \$6.50 to \$7. Strawberries continue to arrive from Louisiana, but this week some dealers are expecting supplies from Alabama. Prices on strawberries are very firm at from 22 to 25 cents for pints, and at 45 cents for quarts. Bananas are in better supply, but prices are unchanged. Grapefruit is a little firm for Cuban arrivals. Receipts are diminishing.

Apples—		
Do., Winesaps, box	\$5 75	\$6 00
Do., in barrels.	No. 1	No. 2
Spys	12 00	11 00
Bananas, per lb.	0 07	0 07½
Grapefruit—		
Florida, 36s		5 00
Do., 46s		5 25
Do., 54s	5 75	6 00
Do., 64s		6 50
Cuban, 46s		4 75
Do., 54s		5 00
Do., 64s		5 50
California, seedless, 64s		6 50
Do., Do., 80s, 100s		8 00
Oranges—		
California navels, 100s		5 00
Do., 126s		5 75
Do., 150s		6 25
Do., 176s	6 75	7 00
Do., 200s, 216s, 250s		7 25
Valencias—		
150s, 176s, 200s, 216s, 250s.		6 75
288s		6 25
324s		5 50
Lemons, Cal., 300s, case		5 00
Pineapples—		
Porto Rico, 24s, 30s, case	6 50	7 00
Do., 36s, case		6 75
Strawberries, pints	0 23	0 25
Do., quarts		0 45

WINNIPEG MARKETS

WINNIPEG, April 29—There has been a strong undertone noted in most grocery products on this market during the week, with a few sharp advances noted. Business has been good during the week.

Corn Syrup Up 30 Cents Per Case

Winnipeg.

SYRUP.—Corn syrup has advanced 30c per case and ½c per lb. in bulk. There has been a very heavy demand for corn syrup and corn is getting stronger, following reports from Europe that the food rationing system may have to be returned to, owing to the conditions of the world's food supplies.

Starch Advances; Corn is Higher

Winnipeg.

STARCH.—In sympathy with the recent advance in corn, starch has advanced ¼c per lb. This advance follows on predictions of an advance in line with recent price changes in corn syrup.

	Per lb.
No. 1 white, 3-lb. pkts., 48 lbs. to case ..	0.11
No. 1 white, 4-lb. pkts., 48 lbs. to case ..	0.11
No. 1, kegs, 100 lbs., per lb.	0.10 ¼

Strawberry Jam Well Cleaned Up

Winnipeg.

JAMS.—A heavy consumption of jams continues. Strawberry jam seems pretty well cleaned out. The demand is expected to remain keen, even though prices are maintained as predicted by manufacturers for the next pack. Primary markets are well cleaned up on all lines, but there are still reported to be considerable stocks held by jobbers.

Coffee Market Steadily Advancing

Winnipeg.

COFFEE.—Bearing out predictions that the approach of peace would result in higher prices on coffee, this market is now steadily advancing. Rio coffee has advanced from 3c to 4c per lb., and further advances may be looked for.

Green Coffee—		
Rio, No. 7	0 25	0 27
Santos, fine old crop ..	0 29	0 31
Bourbon	0 29	0 29
Mexican	0 34	0 34
Bogota A	0 34	0 34
Costa Rica	0 38	0 38

Prunes, Apricots, Apples Advance

Winnipeg.

DRIED FRUITS.—All lines of dried fruits are very firm. Prunes are scarce and have advanced 1c per lb. this week. A considerable advance is recorded on evaporated apples. Apricots and raisins have also undergone big changes in an upward direction. Prunes are so scarce that even rain damaged goods are being purchased to fill orders. Reports that the apricot crop will not be as large as last year may have influenced prices on that fruit.

Prunes—		
40-50s, 25-lb. boxes, per lb.	0 22	
50-60s, 25-lb. boxes, per lb.	0 19 ¾	
60-70s, 25-lb. boxes, per lb.	0 18 ¾	
70-80s, 10-lb. boxes, per lb.	0 18 ¾	
80-90s, 25-lb. boxes, per lb.	0 16 ¾	
70-80s, 25-lb. boxes, per lb.	0 17 ½	
Pears, choice, 10-lb. boxes, faced, lb.	0 20	
Evaporated Apples, Ontario, 50s.	0 18	
Peaches, choice, 25-lb. boxes	0 20 ½	
Apricots, choice, 25-lb. boxes	0 25	
Do., standard, 25-lb. boxes	0 24	

Raisins—

Muscateles—		
1 Crown, 25-lb. boxes	0 13 ½	
Seeded—Bulk, 25-lb. boxes	0 12 ½	

Tea Very Firm; Quiet Market

Winnipeg.

TEA.—The tea market continues very firm and little change is expected as regards prices. Stocks should be well maintained.

Black, Bulk—		
Broken Pekoe, chests, lb.	0 43	
Do., Orange Pekoe, chests, lb.	0 46	
Less than chests, one cent per pound more.		
Choice broken Pekoe, black, 30 x 3-lb. wooden boxes, lb.	0 50	

Canned Goods Firm; Demand For Fruits

Winnipeg.

CANNED GOODS.—Following reports of stiffening of prices from Eastern points, the local market in canned goods is very firm. The demand for canned fruits is particularly good at present. Prices are unchanged.

Corn—		
2s	\$4 45	
Peas—		
Standard, 24 x 2's ..	3 25	
Tomatoes—		
2 ½s, Can.	3 80	3 95
Peaches—		
Heavy Syrup, 24 x 2s	5 80	
Pears—		
Light syrup, 24 x 2s	3 90	
Plums—		
Lombard, light syrup, 24 x 2s	3 70	
Lombard, heavy syrup, 24 x 2's	3 80	
Strawberries—		
2s	8 15	

Rice is Firm; Japan is Short

Winnipeg.

RICE.—The local rice market has reacted during the week and is now firm at following prices. There is a shortage in Japan now after heavy export buying.

Rice—		
Extra fancy, Japan, 100-lb. bags	0 13 ¾	
Fancy Japan, 100-lb. bags	0 12 ½	
Siam, 100-lb. bags	0 08 ½	
Tapioca lb.	0 12 ½	
Sago, lb., in sacks	0 10 ¾	
Less quantities	0 10 ¾	

Bean Market Firms Up Again

Winnipeg.

BEANS.—Following the recent slump, the bean market has firmed up again this week, though prevailing prices are down to \$4.25 per bushel for fancy white beans. Heavy purchases from abroad are said to be influencing this market.

Flour, Feeds and Cereals Very Firm

Winnipeg.

FLOUR, FEEDS, CEREALS.—With Western Canada mills working steadily on Government orders, there is no shortage of feeds. Flour and cereal prices remain very firm.

Government Standard Flour—		
Cash carload prices	\$10 40	
To flour and feed men	10 40	
To bakers	10 20	
To storekeepers paying cash or 30 days, ton lots	10 60	
Do., less than ton lots	10 70	
Credit Prices—		
Manitoba points	10 50	
Saskatchewan points	10 40	
Cereals—		
Rolled oats, 80s	3 50	
Rolled oats, pkgs., family size	5 65	
Cornmeal, 98s	4 60	
Oatmeal, 98s	4 75	

Feeds—		
Bran, per ton	39 00	
Shorts, per ton	43 00	
Bran, B.C. and Vancouver Isld.	45 00	
Shorts, B.C. and Vancouver Isld.	49 00	
Barley—		
Pearl, Ontario, 98-lb. bags, per bag	6 30	
Pot, 98-lb. bag, per bag	4 35	

Rhubarb Declines; Apples Very Scarce

Winnipeg.

FRUITS.—Fresh strawberries are in a firm market and the recent advance is being well maintained. There have been fairly heavy receipts of Florida fruit on this market and shipments are being received in fair condition. Washington rhubarb is also coming in fairly plentifully and has taken a big drop in price to \$3.50 per 40 lb. box. Apples are becoming very scarce and prices are up to \$5 to \$6 per box. Some shipments of Valencia oranges are being received and are quoted at \$7 to \$8. Grapefruit is in a firm market at last week's quotations.

Oranges,	7 00	8 00
Lemons, Cal.	5 00	7 00
Bananas, lb.	0 08 ½	0 09
Grapefruit, case	6 50	8 00
Strawberries, Florida, case	6 50	7 00
Rhubarb (Man. hothouse)	0 18	
Rhubarb (Washington)	3 50	
Rhubarb (Washington) fresh, 40-lb. box.	4 25	
Apples—		
Boxes	5 00	6 00

Lettuce Declines; Cabbage is Higher

Winnipeg.

VEGETABLES.—Head lettuce has declined this week and is now being quoted at \$4.50 to \$5.50 per case. Cauliflower is in a firm market and higher prices may be expected. New cabbage is none too plentiful and has advanced to 10c per lb. Tomatoes are arriving in fairly good shape and are now quoted at \$7.50 to \$8.50 per case. A shortage of supplies still affects a number of vegetable lines.

Cucumbers, doz.	3 75	4 00
Cabbage, Cal., new	0 10	
Cabbage, lb., local	0 03	
Beets, with heads on, hampers.	4 00	
Carrots, with heads, hampers.	4 00	
Head Lettuce (case)	4 50	
Turnips, cwt.	2 00	
Onions, silvers and yellows, lb.	0 04	
Radishes, doz.	0 30	
Parsley, imported, doz.	0 90	
Celery, Cal., case	13 00	15 00
Cauliflower, doz.	3 00	
Potatoes, 10-20 bush. lots, bush.	0 90	
Tomatoes, Florida	7 50	8 50
Onions, green, 10 doz. box	4 50	
Asparagus, 10 doz. box	6 50	

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., April 29.—Corn starch has advanced $\frac{1}{2}$ c and corn syrups 30c per case. Celluloid starch 10c per case. Lard 3's are now \$21.10 with a further advance of 60c not unlikely. All cuts of bacon and cooked ham are up 1c per pound. Sockeye salmon $\frac{1}{2}$'s are \$18 to \$19. Eggs are now \$13. Ontario cheese large is quoted to arrive at 32 $\frac{1}{2}$ c. Potato flour declined 4c pound. Heinz beans, small and medium sizes, 40c case. Caraway seeds considerably lower at 55c to 75c. A car Louisiana strawberries arrived this morning and is selling at \$7 per crate.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1	4 80	
Do., No. 2	3 95	
Tapioca, lb.	0 11	0 12 $\frac{1}{2}$
Sago, lb.	0 11	0 12 $\frac{1}{2}$
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large	0 32 $\frac{1}{2}$	
Butter, creamery, lb.	0 59	0 60
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case	21 10	
Eggs, new-laid, local	13 00	
Tomatoes, 2 $\frac{1}{2}$ s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gala., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	
Apples, evaporated, 50s, lb.	0 19	
Do., 25s, lb.	0 19 $\frac{1}{2}$	
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.	0 23	
Prunes, 90-100s	0 14 $\frac{1}{2}$	
Do., 60-70s	0 21	
Do., 40-50s	0 24	
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, navels	6 00	7 75
Lemons, case	6 00	6 50
Grapefruit	7 50	8 50

Beans, small white Japans, bu.	4 50	
Beans, Lima, per lb.	0 12 $\frac{1}{2}$	
Rolled oats, boils	3 65	
Rice, Siam, cwt.	7 40	
Sago, lb.	0 12	
Tapioca, lb.	0 13	
Sugar, pure cane, gran., cwt.	10 99	
Cheese, No. 1 Ontario, large	0 30	
Butter, creamery	0 60	
Lard, pure, 3s, per case	19 45	
Bacon, lb.	0 47	
Eggs, new-laid	0 46	
Tomatoes, 3s, standard case	4 25	
Corn, 2s, standard case	4 85	
Peas, 2s, standard case	3 45	
Apples, gal., Ontario	2 85	
Apples, evaporated, per lb.	0 18 $\frac{1}{2}$	
Strawberries, 2s, Ont., case	8 50	
Raspberries, 2s, Ont., case	8 70	
Peaches, 2s, Ontario, case	5 50	
Plums, 2s, case	4 00	
Salmon, finest Sockeye, tall, case		
Salmon, pink, tall, case	10 25	
Pork, American clear, per bbl.	41 00	
Onions, ton	59 00	
Potatoes, bushel	1 15	
Apples, Washington, box	2 90	3 00
Grapefruit		7 50
California oranges	6 50	8 50
Pineapples	5 75	
Lemons	8 00	

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., April 29.—General groceries are steady this week with practically no changes. Butter and eggs have declined slightly here, fresh eggs being quoted at 48c to 50c; case 43c to 44c. Butter, creamery 63c to 65c; dairy 58c to 60c; tub 52c to 58c, with prospects of further reductions. Apricots are quoted at 24c to 25c. Canadian onions are about finished, new Bermudas per crate \$5. All fresh fruits have advanced. Lemons \$6.50 to \$7. Oranges \$6.50 to \$7.50; grapefruit \$8 to \$10; bananas 8 $\frac{1}{2}$ c to 9 $\frac{1}{2}$ c; apples \$6 to \$6.50.

Flour, No. 1 patents, bbls., Man.	\$12 50	
Cornmeal, gran., bags	5 75	6 00
Cornmeal, ordinary, bags	3 60	3 65
Rice, Siam, per 100	8 75	9 00
Molasses	0 88	0 90
Sugar—		
Standard, granulated	10 05	
No. 1, yellow	9 55	
Cheese, Ont., twins	0 31	0 31 $\frac{1}{2}$
Eggs, fresh, doz.	0 48	0 50
Eggs, case	0 43	0 44
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 63	0 65
Butter, dairy, per lb.	0 58	0 60
Butter, tub	0 52	0 58
Margarine	0 38	0 35
Lard, pure, lb.	0 34	
Lard, compound	0 28 $\frac{1}{2}$	
American clear pork	58 00	67 00
Beef, corned, 1s	4 90	
Tomatoes, 3s, standard, case	4 00	
Raspberries, 2s, Ont., case	8 80	
Peaches, 2s, standard case	6 00	
Corn, 2s, standard case	4 30	
Peas, standard case	2 90	
Apples, gal., N.B., doz.	4 00	
Strawberries, 2s, Ont., case	8 20	
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums	8 50	
Evaporated apples, per lb.	0 19 $\frac{1}{2}$	0 20
Peaches, per lb.		
Apricots, per lb.	0 24	0 25

Potatoes—		
Natives, per bbl.	3 00	3 25
Onions, Can., bag	4 00	4 25
Do., Bermuda, per crate		5 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 50	7 50
Grapefruit, case	8 00	10 00
Bananas, per lb.	0 08 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Apples, box	6 00	6 50

COFFEE HAS NOT REACHED ITS LIMIT

John Anderson, Montreal, a member of Chase and Sanborn, coffee importers, stated to CANADIAN GROCER that there are not likely to be any lower coffee prices for some time.

"There is less than a sixty-day supply of coffee in Canada," said Mr. Anderson, "and not more than a sixty-day supply in New York, the biggest coffee market. What stock there was in countries other than Brazil has been cleaned up, practically speaking, so that there is no big surplus except that in the hands of the Brazilian owners. They are waiting for shipping and other conditions to improve and will expect the world to buy their needs from them at their own dictated prices."

Mr. Anderson stated that, in his opinion, when the present supplies were used up prices would have to be advanced materially. "When present stocks are depleted the market will have to be based on the prices ruling in the South," said Mr. Anderson. "This will mean much higher prices than those prevailing now."

One of the big factors which points to higher prices ruling is that some of the big users in Europe are short of supplies. If Germany will pay the price the Brazilians ask there will be a big market there, and Italy, Austria, etc., will be large buyers. France and England have large supplies for their own needs, it is stated.

Mr. Anderson stated that coffee consumption was gradually on the increase and that there was, in a general way, 75 per cent. of best grade coffees sold, the balance of 25 per cent. being of the poorer kind.


CANNED GOODS ADVANCING

Indications are strongly pointing to increases of price for various canned goods. The primary cause of this is an increasing demand for supplies from the continent, and this is expected to be even more manifest as the season progresses. Already, several of the largest jobbers have pointed out to CANADIAN GROCER, sales have been made by jobbing interests to the canners themselves to fill contracts taken for quantities. The demand at present seems to centre on tomatoes, and corn is also very high and firm.

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., April 29.—Some little falling off has been noticeable in rural trade owing to the fact that seeding is general throughout the province and all farmers are on the land. The egg market remains firm, quotations for fresh laid are still 46c. Very little creamery butter offering. Lard 3's are quoted at \$19.45. Practically all lines of canned fruits have advanced 10c per case.



PRODUCE AND PROVISIONS

Meat Slicers Build Provision Sales

Merchants in Different Localities Tell of Assistance Modern Equipment Has Been in Building Sales—Triple Business by Using Slicer

THE grocers in Oshawa, Ont., are great believers in the value of the meat slicer for increasing their business in ham, bacon and cooked meats. They are believers because they have tried out the slicer and have found their business develop with great rapidity.

H. A. Ross, one of the Oshawa retailers, stated to **CANADIAN GROCER** recently, that since installation of his meat slicer a year or more ago he has more than doubled his sales of the meats he sells. The machine is placed on the end of the counter, just inside the door, where it can be seen from the street. People passing see it in operation, how nicely it cuts the meat, and immediately the desire is created to possess some of it.

J. S. Kyle has his meat slicer also located on the end of the counter near the front door. "Before we installed this machine," he said, "we used to cut about six hams each Saturday with the knife and thought we were doing an excellent day's business. After the machine was installed our sales ran up to as much as eighteen hams on a Saturday.

"We found that once a customer purchased ham in this way, she always wanted it sliced with the slicer afterwards. It certainly makes the meat look nicer, more tasty and the operation of the machine in view of everybody actually creates demand."

T. B. Crothers states that he has more than doubled his sales since he put in the meat slicer. He also has it right on the end of the counter inside the door, where everybody must see the meat when they are coming in and again when they are going out. He believes on account of this demand is created that otherwise would be lost.

It is not always possible to trace the actual benefits that follow from the installation of such modern equipment as meat slicers, but now and then an instance presents itself of customers actually gained from these selling facilities. Mr. Benson, of Benson Brothers, Guelph, Ont., is a strong advocate of the advantage of such equipment to the mer-

chant. "I know of one customer who was actually brought to the store because we had such a machine," he stated. "Hearing that we used a meat slicer, this lady came to the store to buy a pound of bacon. It was the only thing she bought, and for several months she came regularly at certain intervals to buy bacon and cooked meats. It was the only thing that brought her to the store for she bought nothing else. Then, by degrees, other small purchases were added till finally the whole trade of the customer drifted to the store, and she has been one of the best customers of the store for some time past.

While this is the only customer that Mr. Benson can definitely point to as having been brought to the store entirely as a result of this added selling service, it has been a noticeable fact that his sales in this department have materially increased since the slicer was added.

Help to Make Specialty of Provisions

The Bradley and Son store, Niagara Falls, Ont., has had the same experience, the manager states, that they make a special feature of bacon sales, and have built up a substantial trade in this line. One of the principal features in building this trade and in making it profitable has been the meat slicer. Customers have their preferences as to how bacon shall be sliced, and ask for it as such and such a thickness, showing an evident appreciation of the evenness of cutting that is one of the features of this machine. With the present high price of bacon and cooked meats, he stated, he did not think that this business would be worth while in the old hand-slicing methods. The wastage of a pound or two in the old low price days was not such an important matter, but at present prices it would entirely do away with any possible profit. With the machine, the element of waste was practically a thing of the past as the last inch could be sliced as readily as the first, and with these slices distributed evenly among different customers there was no tendency to complain.

AUSTRALIA OVERSTOCKED WITH CANADIAN CANNED SALMON

Investigations made in Melbourne and Sydney, on behalf of some British Columbia exporters offering large quantities of Chum salmon, demonstrated that practically all the wholesale importers of canned fish have full stocks and the market is somewhat depressed.

The grade of Chum salmon is chiefly imported by Sydney merchants for the South Pacific Islands trade and its consumption in Australia is practically negligible.

In 1918 orders for salmon were placed at the high prices then ruling, and in larger quantities than usual, in anticipation of a longer duration of the war conditions. Under normal conditions the importations would have been disposed of profitably, but a mild summer (at which season there is the largest demand for canned fish), and a more plentiful supply of meat at cheap prices, restricted the sale of salmon in a marked degree. Under the circumstances the consumer preferred cheap meat to dear fish. The market has been somewhat disorganized during the last two months through speculators—outside of the regular wholesale importers—desiring to unload at a sacrifice immediately after the armistice was declared.

Under present conditions it would appear unlikely that the Australian market will offer encouraging prospects to Canadian packers for the disposal of any of the 1918 pack which may be held for realization.

HUGE ORDER FOR COCOANUT OIL

The Davies-Irwin, Ltd., Wellington St., Montreal, has secured an order for coconut oil amounting to \$2,000,000. The vice-president of the company, J. Erwin, brought the order with him to Montreal from New York, where the deal was consummated through the efforts of J. P. Davies and J. Erwin, the president and vice-president of the company.

The order calls for 6,000 tons of oil. It is used for the manufacture of soap and margarine.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 29—Developments of interest in the provision markets here this week are several, and include a decline of three cents per pound for creamery butter, and of one cent for dairy. Eggs are up one cent per dozen. Hog prices are away up again and the tendencies are to higher levels still. There has been a consequent firming of the market on the various cuts, and barrelled pork, cooked ham, bacon, are all marked higher. Lard advanced one and one-half cents per pound and shortening half a cent. All lines of poultry are up three cents per pound and there is a firm market. Fish are inclined to lower in price, and the fresh varieties are in much better supply. There is a good volume of business.

Hogs Soar Again;
May Raise More

FRESH MEATS.—Continued domestic demand and an accentuated request on the part of English buyers for supplies, has been the feature of the week, resulting, as it has, in an upward trend to prices. Live hogs are quoted this week at \$21.50 to \$22.50, and the offerings were quickly picked up on receipt at full prices.

Considerable revision has been made on the various cuts of pork and the revisions are in the way of increases on legs and loins of one to two cents per lb. Beef prices hold steadily and there are some changes, though few of an actual advance have been made, range of quotations being effected in some cases.

Hogs, live	\$21 50	\$22 50
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	30 50	31 00
Sows (heavy)		26 00
Hogs (country dressed)	28 00	29 00

Fresh Pork—			
Leg of pork		0 36	
Leg of pork (trimmed)		0 37½	
Loins (trimmed)		0 41	
Tenderloins, lb.	0 46	0 48½	
Spare ribs		0 24	
Trimmed shoulders	0 27	0 28	
Fresh Beef—			
(Steers and Heifers)		(Cows)	
\$0 27	\$0 32	Hind quarters.	\$0 27 \$0 30
0 15	0 20	Front quarters.	0 15 0 17
0 40	0 42	Loins	0 35 0 38
	0 32	Ribs	0 29
	0 16	Chucks	0 15
	0 27	Hips	0 26
Calves (as to grade)			0 18 0 22
Lambs—30-40 lbs. (whole carcass lb.)			0 34
Sheep	0 20		0 26

Bacon and Hams,
Barrel Pork Up

CURED MEATS.—"It will not be a surprise if barrel pork and hams advance" was the definite statement made in last week's issue of CANADIAN GROCER. This condition has been brought about, and a considerable advance in quotations has been made all around. The market is very firm and there will be advances still, if the heavy export demand continues for hogs. A fair domestic demand is in evidence for smoked meats, and the undertone continues very firm. Barrel pork is higher to the extent of one dollar per barrel.

Cured Meats—			
Hams—			
Medium, smoked, per lb.—			
(Weights) 8-12		\$0 40	
12-16		0 40	
16-20	0 39	0 40	
20-35	0 32½	0 34	
Bacon—			
Plain	0 43	0 48	
Boneless, per lb.		0 52	
Bacon—			
Breakfast, per lb. (as to qual.)	0 44	0 48	
Roll, per lb.		0 34	
Dry Salt Meats—			
Long clear bacon, ton lots	0 27	0 28	
Long clear bacon, small lots	0 28	0 29	
Fat backs, lb.		0 32	
Barrel Pork—			
Canadian short cut (bbl.)		55 00	
Clear fat backs (bbl.) (40-50 pieces)	63 00	67 50	
Do. (30-40 pieces)	60 50	62 00	
Short cut clear pork (bbl.)	54 00	57 00	
Heavy mess pork (bbl.)	44 00	45 00	
Bean pork (bbl.)	44 00	45 00	

Cooked Meats Firm;
May Advance More

COOKED MEATS.—Prices have firmed somewhat during the week and it is very likely that there will be further advances. The market is not very strong, from the viewpoint of demand, and at the same time the sale of ham and tongue is quite heavy all the time.

Head Cheese	0 13	0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue		0 44
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 53
Hams, cooked	0 52	0 53
Shoulders, roast	0 44	0 48
Shoulders, boiled		0 44
Pork pies (doz.)		0 85

Highest Lard Price
Is Reached Here

LARD.—The market is up one and a half cents per pound, and there is every reason to expect that brick price will be 35 cents within a few days. Supplies are selling freely on this high price basis and there is no telling where the advance will be stayed.

Lard, pure—			
Tierces, 400 lbs., per lb.	0 33	0 33½	
Tubs, 50 lbs., per lb.		0 32¾	
Pails, 20 lbs., per lb.	0 33	0 33½	
Bricks, 1 lb., per lb.	0 34	0 34½	

Pail Shortening
Reaches 27½c

SHORTENING.—Following the advances made for lard, shortening has increased in price half a cent all around. The price of this in pails is 27 to 27½c. and the usual differentials obtain. Seasonable business is coming to hand, and this is even a little better than usual, owing to high lard price.

Tierces, 400 lbs., per lb.	0 26½	0 27
Tubs, 50 lbs.	0 26¾	0 27½
Pails, 20 lbs., per lb.	0 27	0 27½
Bricks, 1 lb., per lb.	0 29	0 29½

Much Margarine
Now Selling

MARGARINE.—Owing to butter prices being so high the margarine market has been accorded a stimulus. Jobbers report much activity, and it is more than likely that this will continue to be the case for some time. No change of price has been made.

Prints, according to quality, lb.	0 34	0 37½
Tubs, according to quality, lb.		0 34½

Butter Lost 3c;
Larger Shipments

BUTTER.—Under the influence of much larger supplies from the various districts, of grass-made butter, prices took a tumble of three cents per pound. It is probable that, with good weather, and a greater supply of grass for the dairy herds, the desired increase of stock will come about in time. In any case, the relief of three cents will be appreciated by the consumer, and further declines would be welcomed.

Butter—			
Creamery prints, fresh made		0 64	
Creamery solids, fresh made		0 63	
Dairy prints		0 53	
Dairy, in tubs, choice		0 52	

No Cheese Change;
Business is Good

CHEESE.—Much interest obtains among cheese men as to what the Cheese Commission will settle upon as prices for 1919. It is a year since they were fixed, and whether they will be continued is the question not settled yet. Supplies are adequate and there is a fair amount of business here. Export from this port will likely be resumed at any time now.

Cheese—			
Large, per lb.	\$0 28½	\$0 29	
Twins, per lb.		0 29	
Triplets, per lb.		0 30	
Stilton, per lb.	0 30	0 32	
Fancy, old cheese, per lb.		0 30	

Fifty-Cent Eggs;
Exports Heavy

EGGS.—While production has really been maintained, and better in some localities, the domestic and export de-

mands, combined, are so heavy as to have actually firmed the market through the week. There are now on the way, from Manitoba, several carloads of eggs, and this is a change from the recent condition, local production being quite equal to the demands.

Eggs—
New-laid 0 49 0 50

All Poultry Is Three Cents Up

Montreal.

POULTRY.—Not only has a firmness developed in the poultry market, but the price basis has moved upward three cents per pound all around. This is attributable to the heavy export selling and to a good local demand for supplies. Receipts are none too heavy, the farmers keeping all producing hens, while egg prices continue favorably high.

Chickens, roast (3-5 lbs.)	0 39	0 40
Chickens, roast (milk fed)	0 44	0 45
Broilers (3-4 lb. pr.)	0 44	0 47
Brome Lake	0 50	0 51
Young Domestic	0 43	0 44
Turkeys (old toms), lb.	0 50	
Turkeys (young)	0 50	
Geese	0 32	0 33
Old fowls (large)	0 38	
Old fowls (small)	0 34	

More Fresh Fish At Fair Prices

Montreal

FISH.—Supplies of fish from both Pacific coast and also from the Atlantic, are coming to hand more freely. Among the arrivals are salmon, halibut, carp, pike, gaspereaux and bullheads. Naturally the demand is for fresh fish for the most part, frozen varieties not being so popular at this time. With an abundance of supplies there is a tendency to lower prices. Demand should continually increase for the fresh varieties.

FRESH FISH		
Carp—per lb.	0 08	0 09
Bullheads (dressed)	0 12	0 15
Gaspereaux—each	0 05	
Haddock	0 07½	0 08
Halibut, Eastern	0 24	0 25
Halibut (Western)	0 21	0 22
Steak Cod	0 10	0 11
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns	0 17½	0 18
Pike—lb.	0 12	0 13
Live lobsters	0 35	
Salmon (B.C.) per lb., Red	0 29	0 30

FROZEN FISH		
Gaspereaux, each	0 06	
Halibut, large and chicken	0 20	0 21
Halibut, Western	0 22	0 23
Halibut, medium	0 22	0 23
Haddock	0 07	0 07½
Mackerel	0 14	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 06	0 07½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	0 09
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.		6 00
Alewives	0 05½	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.		\$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	

PICKLED FISH		
Herrings (Scotch cured), barrel	12 00	
Scotia, barrel	12 00	
Do., half barrel	6 25	
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	
Salmon, B.C. (200 lbs.)	25 00	
Sea Trout (200-lb. bbls.)	25 00	
Turbot (200 lbs.)	17 00	

Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel	\$14 00	
Batouche, per barrel	15 00	
Sea-lops, gallon	4 00	
Can No. 1 (Solids)	2 25	
Can No. 3 (Solids)	6 50	7 25
Can No. 5 (Solids)		11 00
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)		8 40
SUNDRIES		
Paper Oyster Pails, ¼ per 100	1 75	
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, ¼-lb. per 100	2 25	

ONTARIO MARKETS

TORONTO, April 29—Live hogs reached unprecedented figures during the past week, and all pork products reflect this advance. There is a feeling, however, that these prices may be revised in the near future. Eggs are arriving more plentifully, but are still inadequate to meet the demand, owing to heavy export shipments, and prices are consequently firmer. The butter market is weaker, owing to increased production and to the fact that high prices have curtailed the demand.

Fresh Pork Higher; Live Hogs Stronger

Toronto.

FRESH MEATS.—Quotations this week on all cuts of fresh pork show advances in keeping with the sharp upward trend in the prices of live hogs. The price quoted on hogs fed and watered this week is \$22.25, but packers are talking lower levels in the course of the next few days, but whether these materialize remains to be seen.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 50	\$29 00
Live, off cars, per cwt.	22 50	
Live, fed and watered, per cwt.	22 25	
Live, f.o.b., per cwt.	20 75	21 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 34	0 37
Loins of pork, lb.	0 39	0 41
Tenderloins, lb.	0 47	
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 27	
New York shoulders, lb.	0 28	
Montreal shoulders, lb.	0 29	
Boston butts, lb.	0 33	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 19
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 38	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 20	0 24
Above prices subject to daily fluctuations of the market.		

Hams and Bacon Are Again Higher

Toronto.

PROVISIONS.—There are general advances in this market, with gains in hams and bacons, amounting to from two to three cents per pound. The quotations on barrel pork continue strong.

Hams—		
Medium	0 39	0 41
Large, per lb.	0 36½	0 37½
Bacon—		
Sinned, rib in	0 47	0 52½
Boneless, per lb.	0 56	0 57
Breakfast, ordinary, per lb.	0 44	0 45
Breakfast, fancy, per lb.	0 50	
Roll, per lb.	0 32	0 36
Wiltshire (smoked sides), lb.	41 00	

Dry Salt Meats—

Long, clear bacon, av. 50-70 lb.	0 28½	0 30
Do., aver. 70-100 lbs.	0 27	
Fat backs, 16-20, lb.	0 31½	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—

Mess pork, 200 lbs.	48 00	50 00
Short cut backs, bbl., 100 lbs.	56 00	57 00
Pickled rolls, bbl., 200 lbs., heavy		50 00
Do., Do., Do., lightweight.		60 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Show Advances of a Cent

Toronto.

COOKED MEATS.—An almost general advance is shown in the price list of cooked meats. Boiled and roast hams have gained a cent per pound, at from 52 to 54 cents. This is in keeping with the general upward trend of both live hogs and all pork products.

COOKED MEATS		
Boiled hams, lb.	\$0 53	\$0 55
Hams, roast, without dressing, lb.	0 52	0 55
Shoulders, roast, without dressing, per lb.	0 44	0 45
Head Cheese, 6s, lb.		0 15
Meat Loaf with Macaroni and Cheese, lb.	0 22	0 26
Choice Jellied Ox Tongue, lb.	0 50	0 53
Veal and Tongue, lb.		0 25
Above prices subject to daily fluctuations of the market.		

Shortening is Quoted At Higher Figure

Toronto.

SHORTENING.—Prices moved forward on shortening this week, selling up to 27 cents per pound. Price of stearine is reported to have advanced.

Shortening, tierces, 400 lbs., lb.	\$ 26	\$0 27½
In 60-lb. tubs, ¼-lb. per lb. higher than tierces; pails, ½-lb. higher than tierces, and 1-lb. prints, 1½-lb. higher than tierces.		

Margarine Prices Are Unchanged

Toronto.

MARGARINE.—There is active trading in margarine, the high price of butter contributing to this activity. Prices are unchanged.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Better Supplies of Butter; Prices Are Weaker

Toronto.

BUTTER.—The butter market is very much weaker, supplies now being offered, and dealers generally report easier conditions. Prices have been too high for export, and on this account too, domestic consumption was declining. Dealers anticipate that values will show still further recessions in the near future.

Butter—

Creamery prints (fresh made).	0 60	0 62
Creamery solids (fresh made).	0 58	0 60
Dairy prts., fresh separator, lb.	0 55	0 60
Dairy prints, No. 1, lb.	0 50	0 52

Lard Advances From 2 to 3 Cents Per Lb.

Toronto.

LARD.—A sharp advance is recorded in quotations on lard this week, dealers quoting tierces, 400 lbs. at from 33 to 34 cents. The strength of the Canadian hog market is reflected in these prices: Lard, tierces, 400 lbs., lb. \$0 33 \$0 34
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Prices of Eggs Are Again Upward

Toronto.

EGGS.—Receipts of eggs are more plentiful, but the supply is barely ample, owing to the heavy export demand. Dealers' quotations are from one to two cents higher this week.

Eggs—

New laids in cartons, doz.	0 50	0 52
New laids, doz.	0 48	0 49

Prices shown are subject to daily fluctuations of the market.

Poultry May be Scarce Owing to Export

Toronto.

POULTRY.—Prices of poultry this week show little change. The trade is quiet just now. There has been such a heavy export demand for poultry that dealers predict a scarcity in June and July. It is largely frozen stuff that is now supplying the demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$...-0 35	\$...-0 40
Turkeys, old, lb.	0 40-0 42	0 40-0 42
Do., young, lb.	0 32-0 35	0 45-0 48
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 33	0 35
Fowl, over 6 lbs., lb.	0 35-0 40	0 35-0 40
Fowl, under 4 lbs., lb.	0 28	0 30
Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26-0 32	0 35
Chickens, over 5 lbs., milk fed, lb.	0 40	0 38

Prices quoted to retail trade:

	Dressed
Hens, heavy	\$0 35 \$0 37
Do., light	0 34 0 36
Chickens, spring	0 38 0 40
Ducks	0 40 0 42
Turkeys	0 47 0 50

Higher Quotations on Old Large Cheese

Toronto.

CHEESE.—Old large cheese are quoted higher dealers' prices being from 34 to 35 cents per pound. New large

cheese are fairly easy at from 29½ to 30 cents. The factories are now beginning to operate in the country, and this should have a tendency to ease values

Cheese—

Old, large	\$0 34	\$0 35
New, large	0 29½	0 30
Stilton (new)	0 31	0 32
Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.		

Fresh Peel Shrimps Are Selling at \$3.50

Toronto.

FISH.—Quotations on fish show little change. Oysters are now off the market. Halibut is selling at 25 cents per pound. Consignment of sunfish from around Trenton sold quickly at 7 cents per pound, case lots, at the week-end. Fresh peel shrimps are quoted at \$3.50. Smelts are pretty well cleaned up, but any available are quoted up to 17 cents per pound. Enquiry for fish is not now quite so active.

FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10

WINNIPEG MARKET

WINNIPEG, April 29—There has been a growing feeling of strength in all produce lines during the week. The hog market shows a strong advance and butter, eggs and poultry are also showing advancing tendencies.

Hogs, Hams, Barrelled Pork Advance

Winnipeg.

PROVISIONS.—The hog market is very firm with prices advanced to \$21. Prospects are for a very firm market. This tendency is in sympathy with the U. S. market, which is very firm. This firmness is reflected in an advance on hams, barrelled pork, etc., as follows:

Hams—		
Light, lb.	0 39	0 40
Medium, per lb.		0 38
Heavy, per lb.	0 32	0 36
Bacon—		
Breakfast, select, lb.	0 40	
Backs	0 40	0 44
Dry Salt Meats—		
Long clear bacon, light	0 26	
Backs	0 33	....

Barrelled Pork—		
Mess pork, bbl.	45	00

Lard, Pure—

Prints	0 32
Cases, 5s	17 92
Cases, 3s	18 00
Tierces	0 29
Tubs, 50s, net	14 63
Pails, 20s, net	6 30

Cheese—

Ontario, large fresh	0 29
Manitoba, large fresh	0 28

Butter Prices Will Fluctuate

Winnipeg.

BUTTER.—Though receipts are heavier, prices remain very firm. Present quotations are not expected to be held long. Some advance has taken place during the week. Present margarine prices are high and these quotations will likely fluctuate with the price of creamery butter:

Butter—

Fresh made creamery, No. 1, cartons	0 58	0 60
---	------	------

Haddock, heads on, lb.	0 09	0 10
Halibut, lb.		0 25

FRESH FROZEN SEA FISH

Cod Steak, lbs.	0 09
Do., market, lb.	0 05
Flat Fish, B.C., lb.	0 10
Flounders, lb.	0 08
Gaspereau, lb.	0 05½
Haddock, lb.	0 07
Halibut, medium, lb.	0 22
Do., chicken, lb.	0 20
Do., large, lb.	0 21½
Herring, lb.	0 06
Mackerel, lb.	0 11
Salmon, Cohoe, lb.	0 19
Do., Qualla, lb.	0 12½
Do., Red Spring, lb.	0 23
Do., Gaspe, lb.	0 24
Smelts, No. 2, lb.	0 09
Do., No. 1, lb.	0 17
Do., Extra, lb.	0 25
Tomcods, lb.	0 07

FRESH LAKE FISH

Lake herring, lb.	0 12
Trout, lb.	0 23
Whitefish, lb.	0 23

FROZEN LAKE FISH

Herrings, Lake Superior	0 03
Do., Lake Erie, lb.	0 06
Mulletts, lb.	0 07
Pickeral, lb.	0 14
Pike, round, lb.	0 07
Trout, lb.	0 17
Tulibeas, lb.	0 09
Whitefish, lb.	0 11

Fresh made creamery, No. 2....	0 56
Margarine	0 31

Egg Market Has Upward Tendency

Winnipeg.

EGGS.—There is a tendency toward a higher market on eggs. Receipts are heavier, though this is counterbalanced by a keener demand from outside points. Prices are steady at 43 to 44 cents per dozen.

Firmness in Poultry Market

Winnipeg.

POULTRY.—By reason of the fact that several cars of poultry have recently been sold for export, the market has firmed up as regards storage stocks.

Decline in Fresh Salmon

Winnipeg.

FISH.—Fresh salmon has declined 2 cents per pound this week. Supplies of all fish are plentiful and the demand is good. Some further declines may be registered within the next few weeks.

LAKE FISH

Whitefish (cleaned), lb.	0 12
Whitefish (frozen), lb.	0 12
Pickeral, lb.	0 13
Pickeral Fillet, lb.	0 35
Frozen Trout, lb.	0 16
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09½
Frozen Goldeye, lb.	0 07½
Speckled Trout, lb.	0 35
Fresh Salmon	0 30

SEAFISH

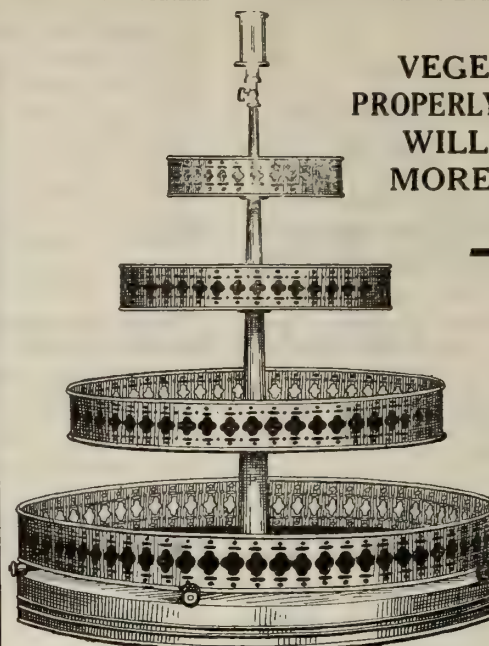
Frozen Halibut, lb.	0 20
Frozen Salmon, lb.	0 20

LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails. 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

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LIMITED
Hamilton, Canada

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PROPERLY DISPLAYED
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DISPLAY STAND and MIST MACHINE

Keeps Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

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MODEL 375

Is specially suitable for the
Grocer or Provisioner.

Generous display and storage space equipped with adjustable shelves; door of overlapping type, panels in clean, white vitrolite; very easy on ice. Size 46 inches wide, 28 inches deep, 84 inches high, shipping weight 565 lbs. Capacity sufficient for the average store. Two larger stock sizes if desired.

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Get the right viewpoint on the refrigerator question. You wouldn't care to do without your till or cash register, yet you can do without proper refrigeration and display much less. An Arctic can often save you in the few months of summer more than the convenience and safety of a modern cash register the year through.

Why let the waste and sales-loss of former years be repeated again this summer. Get an Arctic, with its active, cold, DRY air circulation that not only keeps perishables fresh and saleable, but often improves the condition of goods. Write for catalogue to-day.

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As a dealer you realize what this means—a steady income to all handling Matthews-Blackwell products.

To-day is your opportunity. Write us for information or send in your orders direct to our nearest plant.

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Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy



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Be farsighted

Handle the brands that have proved their quality and firmly established their reputation as "pure foods".

Of course, you handle

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THE CANADIAN SALT CO., LIMITED

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Brunswick Brand Sardines in Oil

As fine a line of quality domestic sardines as you could wish to handle.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros.' Brands you sell goods that are trade-winners.

You can depend upon the selling value of any of the following:

- ¼ Oil Sardines
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- Clams

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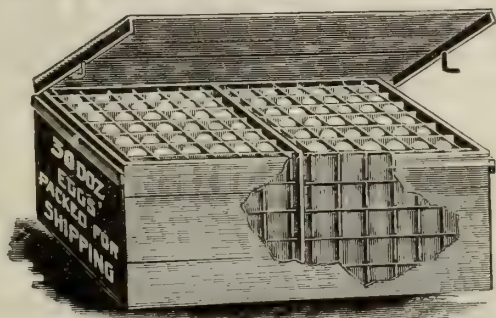
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Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

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Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

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The Canadian Grocer
143-153 University Ave., Toronto

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

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Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

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Holbrooks, Ltd.
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Parke's Smoke Essence
painted on meat will smoke and cure it better than the old smoke house method. It is cleaner to use, requires no long delays and keeps the meat tender because the moisture is retained. 35c size, enough for about 100 lbs., is packed in compartment corrugated cases, 36 bottles in each. Price, \$8.40 per case. 75c size, enough for about 300 lbs., is \$6.00 per dozen.

Parke & Parke Ltd.
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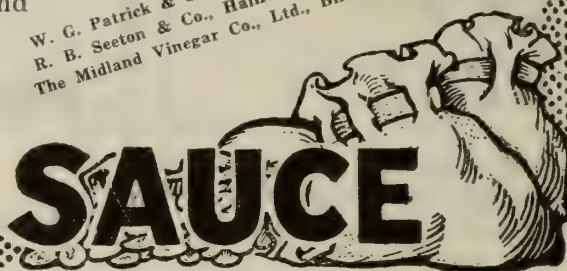
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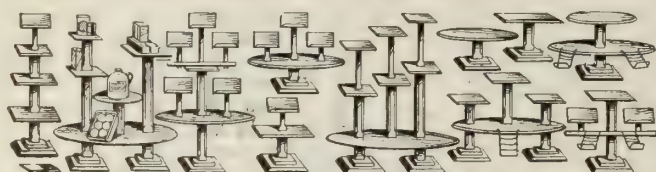
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Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up. Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, \$38.50
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, \$23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.

MINTO BROS.
TORONTO

Originally Established 1873

Teas and Coffees

Forty-Six Years in the Tea Business

Benefit by our long experience in the blending of bulk teas of quality. Send us your next order and prove that better profits are possible by selling Minto Teas.

Our Package Teas are Superior

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered



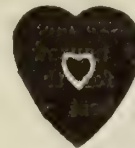
Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

CROWN



Screw Top

Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

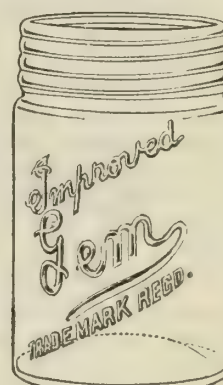
Extra Quality Rubber Ring in Each

PERFECT SEAL



Lightning Fastener

GEM



Screw Top

The Names Are
Household Words
The Jars Household
Necessities

Dominion Glass Company, Limited

Secure Styles That
Reduce
Both Labour And
Cost

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

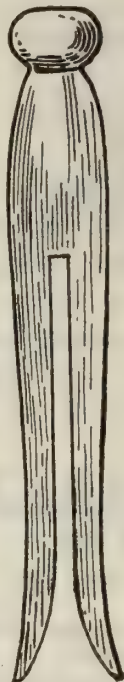


Lake Megantic, Que.



Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, 'that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

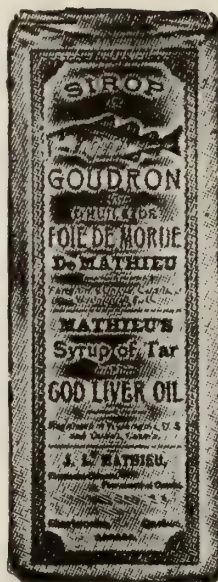
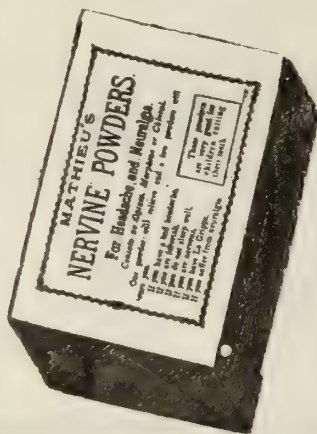
AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada.



These two handy little preventives are not "cure-alls," but they always give excellent results and people always come back for further supplies.

MATHIEU'S "SYRUP OF TAR" and MATHIEU'S "NERVINE POWDERS" should be constantly displayed in every good grocery store.

Gratified customers and good profits result.



J. L. Mathieu Co.

Proprietors
SHERBROOKE, QUE.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	6 21 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Gallons, Red Seal	7 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans.	\$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans 7 75 |

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	5 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

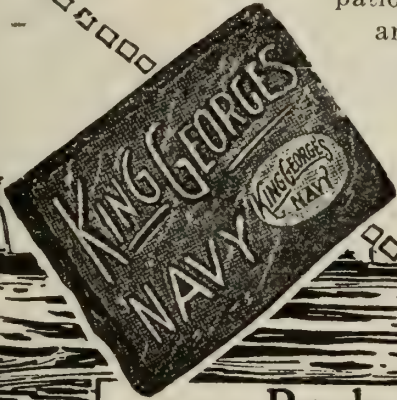
Compressed Corn Beef—1/2s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—1/2s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.10.	
Mince Cologs—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$6.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.	
Boneless Turkey — 1/2s, \$5.90; 1s, \$9.00.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

KING GEORGE'S NAVY

CHEWING
TOBACCO

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING Co., LIMITED

MONTREAL, QUEBEC

VICTORIA, B.C.

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.

LONDON, E.C. 4, ENGLAND

Cables: 'Loudly, London'

Codes (Private): A.B.C. 4th and 5th Editions,
Western Union and Bantleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brising, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

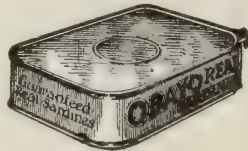
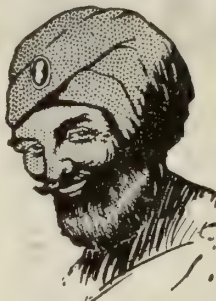
OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. $\frac{1}{4}$ -club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application



Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.

Mince Meat (Bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consommé \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; $\frac{1}{2}$ s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16. 85c; 1s, \$1.00; $\frac{1}{2}$ s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; $\frac{1}{2}$ s, \$1.45; 2s, \$1.90.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.

Slicked Smoked Beef— $\frac{1}{2}$ s, \$2.35; 1s, \$3.75; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.

Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.

Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s, \$1.35; 1s, \$1.85; 3s, \$3.25.

Tongue, Ham and Veal Pates— $\frac{1}{4}$ s, \$2.30.

Ham and Veal Pates— $\frac{1}{2}$ s, \$2.30. Smoked Vienna Style Sausage— $\frac{1}{2}$ s, \$2.45.

Pate De Foie— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Plum Pudding— $\frac{1}{2}$ s, \$1.90; 1s, \$3.85.

Potted Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Potted Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Potted Game (Venison)— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Potted Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Potted Meats (Assorted)— $\frac{1}{4}$ s, 80c; $\frac{1}{2}$ s, \$1.45.

Deville Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Deville Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Deville Meats (Assorted)— $\frac{1}{4}$ s, 80c; $\frac{1}{2}$ s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottle, \$10; 10 oz., \$5.

Ox Tongue— $\frac{1}{2}$ s, \$14.50; 1s, \$19.70.

Lunch Tongue (in glass)—1s, \$9.90.

Sliced Smoked Beef (in glass)— $\frac{1}{4}$ s, \$1.80; $\frac{1}{2}$ s, \$2.80; 1s, \$3.90.

Mincemeat (in glass)—1s, \$3.25.

Potted Chicken (in glass)— $\frac{1}{4}$ s, \$2.40.

Ham (in glass)— $\frac{1}{4}$ s, \$2.40.

Tongue (in glass)— $\frac{1}{4}$ s, \$2.40.

Venison (in glass)— $\frac{1}{4}$ s, \$2.40.

Meats, Assorted (in glass)—\$2.45.

Chicken Breast (in glass)— $\frac{1}{2}$ s, \$8.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Spaghetti with Tomato Sauce— $\frac{1}{2}$ s, \$1.40; 1s, \$1.90; 3s, \$3.30.

Peanut Butter— $\frac{1}{4}$ s, \$1.35; $\frac{1}{2}$ s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S
MUSTARD

Per doz. tins

D.S.F., $\frac{1}{4}$ -lb. \$2 80

D.S.F., $\frac{1}{2}$ -lb. 5 30

D.S.F., 1-lb. 10 40

F.D., $\frac{1}{4}$ -lb.

Per jar

Durham, 1-lb. jar, each ... \$0 60

Durham, 4-lb. jar, each ... 2 25

Canadian Milk Products, Ltd.,
Toronto and Montreal.

KLIM

Hotel \$18 50

Household size 8 25

Small size 5 75

F.o.b. Ontario jobbing points, east of and including Fort William. Freight allowance not to exceed 50c per

100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—

Boxes Cents

40 lbs. Canada Laundry09 1/2

40 lbs., 1-lb. pkg., Canada White or Acme Gloss09 1/2

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10 1/2

100-lb. kegs, No. 1 white09 1/2

200-lb. bbls., No. 1 white09 1/2

30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.11 1/2

48 lbs., Silver Gloss, in 6-lb. tin canisters12 1/2

36 lbs. Silver Gloss, in 6-lb. draw lid boxes12 1/2

100 lbs., kegs, Silver Gloss, large crystals10 1/2

40 lbs., Benson's Enamel, (cold water), per case ... 3.25

Celluloid, 45 cartons, case ... 4.40

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared11

40 lbs. Canada Pure or Challenge Corn09 1/2

20-lb. Caseo Refined Potato Flour, 1-lb. pkgs.16

(20-lb. boxes, $\frac{1}{4}$ c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1 50

Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2 00

Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. ... 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1 doz. in case ... \$4.00

2-lb. tins, 2 doz. in case ... 4.85

5-lb. tins, 1 doz. in case ... 5.45

10-lb. tins, $\frac{1}{2}$ doz. in case ... 5.15

20-lb. tins, $\frac{1}{4}$ doz. in case ... 5.10

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. ... \$0 07 1/2

Half bbls., about 350 lbs. ... 0 07 1/2

$\frac{1}{4}$ bbls., about 175 lbs. ... 0 07 1/2

2-gal. wooden pails, 25 lbs. ... 2.30

3-gal. wooden pails, 38 1/2 lb. ... 3.45

5-gal. wooden pails, 65 lbs. ... 5.55

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... \$5.35

5-lb. tins, 1 doz. in case ... 5.95

10-lb. tins, $\frac{1}{2}$ doz. in case ... 5.65

20-lb. tins, $\frac{1}{4}$ doz. in case ... 5.60

(5, 10, and 20-lb. tins have wire handles)

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz.

1 lb. \$4 00

$\frac{1}{2}$ lb. 2 00

Robinson's Patent Groats—

1 lb. 4 00

$\frac{1}{2}$ lb. 2 00

NUGGET POLISHES

Polish, Black, Tan, Toney Red and Dark Brown ... \$1 10

Card Outfits, Black and Tan ... 4 10

Metal Outfits, Black and Tan ... 4.80

Creams, Black and Tan ... 1 20

White Cleaner ... 1 50

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

Black Watch, 10s, lb. \$1.20

Bobs, 12s ... 1 00

Currency, 12s ... 1 00

Stag Bar, 9s, boxes 6 lbs. ... 1 00

Pay Roll, thick bars, ... 1 25


Pay Roll, plugs, 10s, 6-lb. $\frac{1}{4}$ caddies ... 1 25

Shamrock, 9s, $\frac{1}{2}$ cada, 12 lbs., $\frac{1}{4}$ cada, 6 lbs. 1 00

Great West Pouches, 9s, 3-lb. boxes, $\frac{1}{2}$ and 1-lb. lunch boxes ... 1 12

Forest and Stream, tins, 9s, 2-lb. cartons ... 1 40

*When
you say
"Gold Dust",
does anyone ever ask,
What is it?*



MADE IN CANADA

THE N. K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINS do your work.



JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

STRAWBERRIES

EXPRESS CARLOADS NOW ARRIVING DAILY.

PINEAPPLES

WE SPECIALIZE IN SOUND, RIPE FRUIT. You can depend on us for your regular supply throughout the season.

CALIFORNIA LEMONS

WHEN PRICE IS LOW IS A GOOD TIME TO BUY. Warm weather invariably means high prices for Lemons.

TOMATOES

EXTRA FANCY FLORIDAS, NOW ARRIVING SOUND AND RIPE.

**CUCUMBERS, LETTUCE, BEANS, NEW CARROTS
AND BEETS IN HAMPERS.**

CHOICE CAROLINA CABBAGE, in large Crates.

We can give you Good Service and the Finest Fresh Fruits and Vegetables.

YOUR ORDERS BY MAIL, WIRE OR PHONE, WILL BE APPRECIATED.

PETERS, DUNCAN, LIMITED

88 FRONT STREET, E.

TORONTO

Branches: NORTH BAY

SUDBURY

COBALT

TIMMINS

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell **COSGRAVE'S PURE MALT VINEGAR.**

*Attractively Labelled
Bottles--2 Sizes.*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT



Insect Pests are Universal

KEATING'S

is the World-Wide Insecticide

Generations of use in every part of the Globe have proved its efficacy—no insect can live, once it comes into proper contact with Keating's, and as even the most careful home cannot escape insect pests, such as

**Flies Fleas Mosquitoes Ants
Wasps Beetles Bugs
Cockroaches or Moths**

it is an article in constant demand, and, once used, its merits ensure repeat sales and steady, profitable trade.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA

HAROLD F. RITCHIE & CO., Limited
10 McCaul Street, TORONTO

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

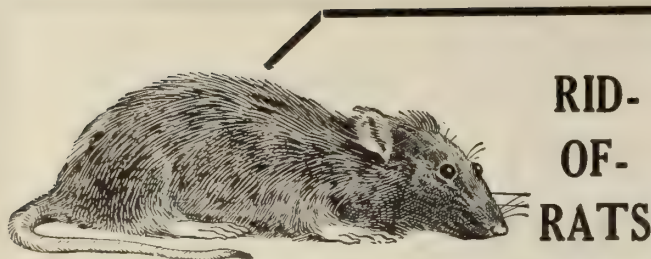
Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer
143-153 University Avenue
Toronto



RID- OF- RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

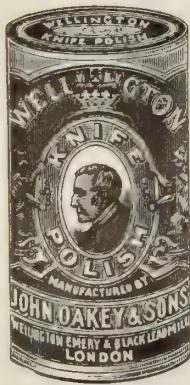
They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing 1/4, 1/2 or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. — — — MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.

Forest and Stream, 1/4, 1/4,
and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass
humidors 1 75
Master Workman, bars, 7s
3 1/2 lbs. 1 20
Derby, 9s, 4-lb. boxes 1 08
Old Virginia, 12s 1 50
Old Kentucky (bars), 8s,
boxes, 5 lbs. 1 25

WM. H. DUNN, LTD., Montreal
BABBITS

Soap Powder, case 100 pkgs. \$5 65
Cleanser, case 50 pkgs. 3 10
Cleanser (Kosher), cs. 50 pkgs. 3 10
Pure Lye, case of 4 doz. 5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemon, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight
rate second class

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Lemon, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight
rate second class

BLUE

Keen's Oxford, per lb. \$0 24
In cases 12—12 lb. boxes to
case 0 25

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2
doz. in box, per doz. \$4 60
Perfection, 1/2-lb. tins, doz. 2 45
Perfection, 1/4-lb. tins, doz. 1 35
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 27
Supreme Breakfast Cocoa, 1/2-
lb. jars, 1 & 2 doz. in box,
doz. 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box-
es, per lb. 0 36
Supreme Chocolate, 10c size,
2 doz. in box, per box ... 1 80
Perfection Chocolate, 10c size,
2 doz. in box, per box.... 1 80

SWEET CHOCOLATE— Per lb

Eagle Chocolate, 1/4s, 6-lb.
boxes 0 32
Eagle Chocolate, 1/2s, 6-lb.
boxes, 28 boxes in case.... 0 31
Diamond Chocolate, 1/4s, 6 and
12-lb. boxes, 144 lbs., in case 0 32
Diamond Chocolate, 8s, 6 and
12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate,
28 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 20
boxes in case, per lb. 0 40
Milk Medallions, 5-lb. boxes
in case, per lb. 0 40
Chocolate Ginger, 5-lb. boxes,
30 boxes in case, per lb. ... 0 55
Crystallized Ginger, 5-lb. boxes,
30 boxes in case, per lb. 0 55

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60
boxes in case \$0 95
Almond Nut Bars, 24 in box,
50 boxes in case 0 95
Puffed Rice Bars, 24 in box,
50 boxes in case 0 95
Ginger Bars, 24 in box, 50
boxes in case 0 95
Fruit Bars, 24 in box, 50
boxes in case 0 95
Active Service Bars, 24 in box,
50 boxes in case 0 95
Victory Bar, 24 in box, 60
boxes in case 0 95
Queen's Dessert Bar, 24 in box,
60 boxes in case 0 95
Regal Milk Chocolate Bar,
24 in box, 50 boxes in case. 0 95
Royal Milk Cakes, 24 in box,
50 boxes in case 0 95
Maple Buds, 6c display boxes,
6c pyramid packages, 6c
glassine envelopes, 4 doz in
box 1 90

10c LINES

Maple Buds, 10c, 1 doz. in box,
50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz. in box,
50 boxes in case, per doz. 0 95

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

Daily Arrivals

Strawberries
Asparagus
Pineapples
Cucumbers
Lettuce

Send in your order.

WHITE & CO., LIMITED

Fancy Fruits and Vegetables

TORONTO

Canada Food Board License No. 277

PINEAPPLES

Finest quality, from Porto Rico, now coming along more freely.

TOMATOES

Repacked in our own warehouse and all waste greens and spots taken out. You get good, ripe fruit only. All ready to sell.

CALIFORNIA GRAPEFRUIT (SUNKIST)

Put up in boxes and half boxes (flats).
Fine Quality—Bright—Smooth Skin.

THE HOUSE OF QUALITY

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861

WETHEY'S

Mince Meats

(both Condensed and Bulk)

always lead

—

*When buying
insist
on this brand*

Canada Food Board License No. 14-128



**Give
Little Miss
a Welcome.**

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

*Write for trade terms and particulars to the
Watford Mfg. Co., Ltd., Delectaland, Watford, England.*

FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

**Will you cater for
those in your town?**

*Ask your jobber for them or write for
samples and prices to*

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

OR

24-25 Fenchurch Street, London, England.

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BUYERS' MARKET GUIDE

Latest Editorial Market News



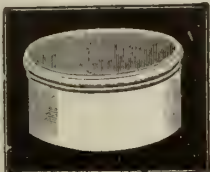
Vogan's

**Overseas
CAKE**

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



STONEWARE

Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 2170

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

EDMONDSON & PETCH

Manufacturers of

E. & P. Awnings and Tents

THE BEST IN THE LAND

Write for Price Lists and Measurement
Charts. Address

OTTAWA, CANADA

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.

Manufacturers and Shippers

SARNIA :: :: :: ONTARIO

CORN PRODUCTS ADVANCE WITH CORN MARKET

Further advances in corn syrup and in corn starch feature largely in market movements in the grocery trade this week. In fact the advance on syrups is rather a substantial one, and carries quotations on these products to new high levels. A jump of 30 cents per case is reported on all corn syrups, and of half a cent on all bulk syrups. The situation in the corn market last week, when sensational gains were made in all the options, is indirectly responsible for the advance. The announcement of heavy export demand for corn, for all European countries at once peace is signed had a very bullish effect on the Chicago market. Heavy buying on this side in order to guarantee supplies was followed by sharp advances in quotations on corn products. Price comparisons of syrup with a year ago are interesting. At this period in 1918 barrels of 700 pounds yellow syrup were quoted at 7 cents as compared with 7 3/4 cents to-day. Case syrups are to-day a dollar higher. In February of this year case lots sold down as low as \$4.55, \$5.15 and \$5.85 respectively, for cases of 2 lb. tins, 5 lb. tins, and 10 lb. tins. With the strength of the Chicago corn market gradually increasing prices grew stronger, until with today's quotations corn syrup is at the highest levels in many months. This week's advance is the second of a similar nature this month.

Dealers quoted corn starch a quarter of a cent higher on both culinary and laundry kinds.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.

TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

BREAK? NO FEAR IT'S AN R.M. FLEXIBLE

GAS MANTLES.
THE MANTLES THAT YOU...
CAN TIE IN A KNOT WITHOUT
DAMAGE—SUPERSEDE ALL
OTHER STYLES FOR INVENTED
GAS LIGHTS

R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your

**BUTTER, EGGS, POULTRY
Etc.**

We pay highest wholesale prices

KAVANAGH PROVISION CO.

Bleury Street, Montreal

Phones:

Uptown 4620, Uptown 4621, After 7 p.m. Uptown 1980

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the
Bulletin: Special pains should be taken
to prevent children from
drinking poisoned baits
and poisoned flies dropping
into foods or drinks.

CREAMERY BUTTER

We solicit a trial order so we may convince you that our freshly churned creamery butter is choice. Packed in 50 lb. Print Boxes or Solids. Quality guaranteed. Market prices. Prompt shipments made.

LAMBTON CREAMERY CO., Ltd.

PETROLIA - - - ONTARIO

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE

FOR SALE — PRESSED BRICK RESIDENCE with general store attached. This is an old established business. Now running seventy cases of eggs a week. Annual turnover \$30,000. No opposition. Mostly country trade. Reason for selling, advancing years and lack of help. Box 620, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE—BUHR PEPPER MILL, THIRTY-inch stone. Buhr Coffee Mill, twelve-inch stone. Holmes & Blanchard Co., Boston, manufacturers. For particulars write G. E. Barbour Co., Ltd., St. John, N.B.

FOR SALE—WELL ESTABLISHED GROCERY business in a growing town, surrounded by good farming country. Will sell or rent building. Owner retiring on account of ill health. Apply Box 646, New Liskeard, Ont.

FOR SALE OR PARTNER—MORE CAPITAL needed. For particulars write H. Tomkinson, Grindrod, B.C.

FOR SALE—NO. 1 CHOICE YELLOW DUTCH Sets at 7 cents per lb. f.o.b. Hensall Station, or other lines on commission. Reply Williams Ton lots or over 6¼ cents. Sacks at 10 cents each. Sample on request. J. Gascho & Son,

BRICK STORE FOR SALE—25' x 60', TWO storeys. Doing business for thirty years. Stock sold and moved away. Ideal location for general business, including hardware, flour and feed. Proprietor has retired. Apply E. Richards, Melbourne, Ont.

FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 500 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

AGENCIES WANTED

TWO TRAVELLERS COVERING ALL IRELAND with splendid connections best class grocery and allied trades, salesmanship prize winners, will accept agencies for high class packed goods or other lines on commission. Reply Williams, "Dunedin," Park Road, Belfast, Ireland.

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED

WANTED—EXPERIENCED GROCERY CLERK. Ontario. State age, salary expected and references. Box 606, Canadian Grocer.

WANTED—A CAPABLE YOUNG MAN TO take charge of grocery department. Must have good experience, be clean cut, progressive and keen for business. Enclose copy of reference, state salary and when could come if accepted. Smith & Chapple, Limited, Chappleau, Ont.

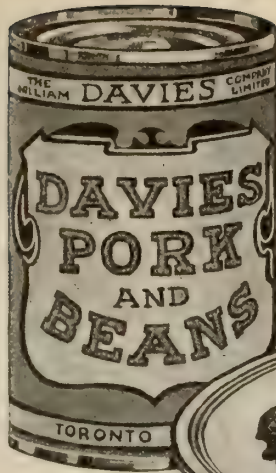
SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WANTED AT ONCE — MAN CLERK FOR general store, not less than ten years' experience. State salary expected. Apply to A. M. McCormick & Son, Pelee Island.

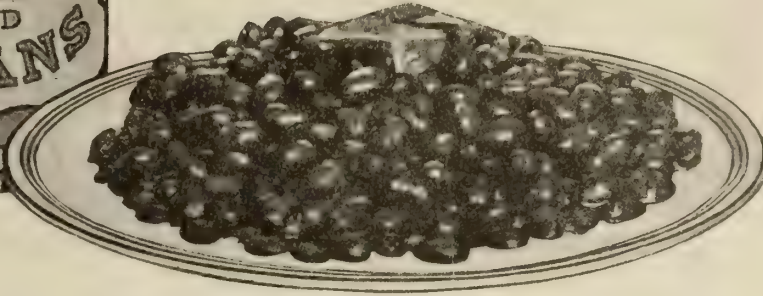
When answering Advertisements please mention Canadian Grocer

WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO

Plain or
with
Tomato
Sauce



A Live, Quick
Seller
for Your Store!



Davies Pork and Beans

are in growing demand day by day, because

- they are well advertised
- they are prepared from the very
finest hand-picked white beans
- they are cooked to perfection
- they are low in cost yet high in
food value
- they are easily and quickly served
- they are a delicious, nourishing,
wholesome food that **EVERYBODY** enjoys!

Have You Placed Your Order Yet?

Plain or
with Tomato
Sauce

THE WILLIAM **DAVIES** COMPANY LIMITED
TORONTO

In Tins—
11 oz., 16 oz.
and 20 oz.

Montreal

Canada Food Board Packers' License No. 13-50

Hamilton

TRADE MARK

Small's

Small's Smiles is a new line of Kisses with the old standard maple quality that is characteristic of all Small's lines. Something just a lot different and the first merchant who will handle same in your town will establish a connection worth while. At all jobbers.

10 lbs.	5 gross	.....	23c delivered
25 "	12½ "	.....	22c delivered
125 "	62½ "	.....	21c delivered

Small's
Trade Mark



Smiles
Trade Mark

Indications are that this season's crop of Maple will be a light one, and little or no change in price for Syrup in the coming year is probable.

Small's Limited

Montreal, Canada

ESTABLISHED 1825



Capacity 3 cars daily



CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE : TORONTO, MAY 9, 1919

No. 19

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and

Standard Packer Cans with Solder-Hemmed
Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

Every Grocer Should Know

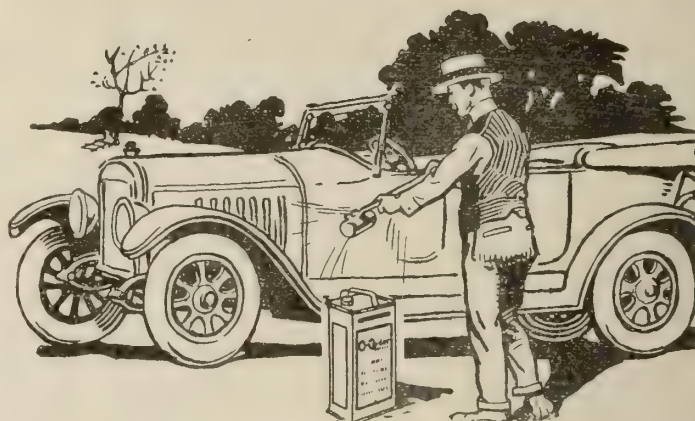
O-Cedar Polish

Should experience the satisfaction of its USE

HAVE you ever used O-Cedar Polish?

Have you ever tried it on your automobile, piano, furniture or floors?

You cannot be as enthusiastic about O-Cedar Polish as this product calls for, unless you have seen with your own eyes, the wonderful results you can obtain from its use on your car or furniture.



IF your automobile or some treasured piece of fine furniture has acquired a dull and lifeless look, try some O-Cedar on it. Get a piece of cheese-cloth, wet it with water, wring it until moist, pour on O-Cedar Polish until cloth contains as much O-Cedar as water—then go over the surface to be cleaned. Note the soft, soapy lather—see how this lather cleans the surface and brings up the beautiful color or grain of the wood.



FINALLY polish with a dry piece of cheesecloth—note how easily the water and polish not used in bringing up the lustre are removed. Now rub the dry back of your hand across the surface—see what a dry, hard, surface you have—O-Cedar cannot collect dust.

After you have had the above experience, how can you keep from selling O-Cedar Polish to your customers?

CHANNELL CHEMICAL COMPANY
LIMITED
369 Sorauren Avenue
TORONTO



No waste of words,
no precious moments lost
in selling the housewife
any of the

Borden's MILK PRODUCTS

Sixty years of Borden purity, sixty years of Borden reputation, sixty years of extensive Borden advertising have so built up the public confidence in Borden Milk Products that sales are fully made before the customer enters your store.

Such confidence as this is continually creating new trade and making every prospective buyer a satisfied and regular customer.

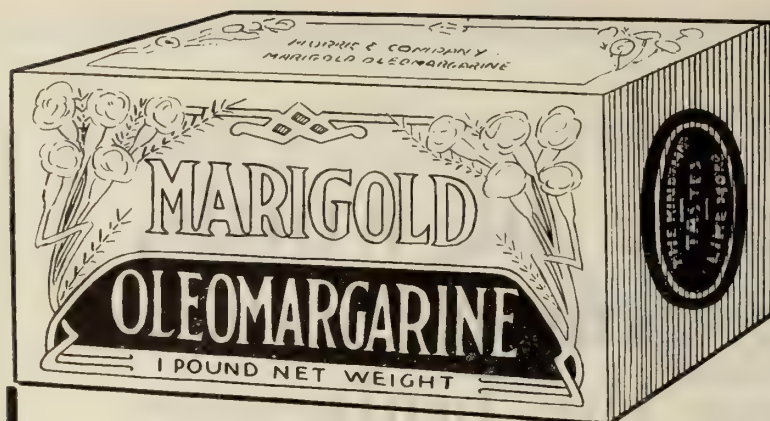
Ask your wholesaler to replenish your stock to-day.

Borden Milk Co., Limited

Leaders of Quality

MONTREAL

VANCOUVER



The BEST YET

Not only from the standpoint of quality, but also as a profitable article of merchandise.

"Marigold" Oleomargarine is made by Morris & Company, Chicago, and is one of the most popular brands in the States. It is rapidly

demonstrating its worth in Canada, too, and is being used in those homes where only the best of foods are permitted to enter. We can give you prompt delivery.

*We are also distributing agents for "Kingnut" Nut Butter.
Send your enquiries to*

THE BOWES COMPANY LIMITED, TORONTO

SOLE AGENTS FOR ONTARIO FOR MARIGOLD OLEOMARGARINE
WHOLESALE DISTRIBUTORS OF "KINGNUT" NUT BUTTER



THE
GOODNESS
GOES IN
---BEFORE---
THE LABEL
GOES ON



DOMINION BRAND

Vegetable Tomato Soup

This favorite of discriminating housewives—a line you can push with confidence—packed in our own, Canadian factories.

Spaghetti with Tomato Sauce

Recommend them strongly—once your customers are acquainted with this line a reminder is all that is necessary. Display it on your counter.

Pork and Beans

A staple article of diet—Sells to all classes, at all seasons—Rich, nutritious, delicious. No trouble to serve.

Tomato Soup

Its delicious flavor of ripe red tomatoes appeals to every taste. Be sure to carry a good stock of this popular line.

Ask Your Jobber or Write Direct

DOMINION CANNERS LIMITED
HAMILTON - CANADA

FIGURE IT OUT

for yourself, Mr. Grocer. How many cans of CLARK'S Pork and Beans can you sell for every one you sell of other brands? How much more profit, therefore, can you make by handling



CLARK'S PORK AND BEANS



which have the best reputation and the largest sale in Canada? Clark's Pork and Beans have the highest quality, are economical and well advertised.

They will save your clerk's time and yours. They will give you the quickest turnover.

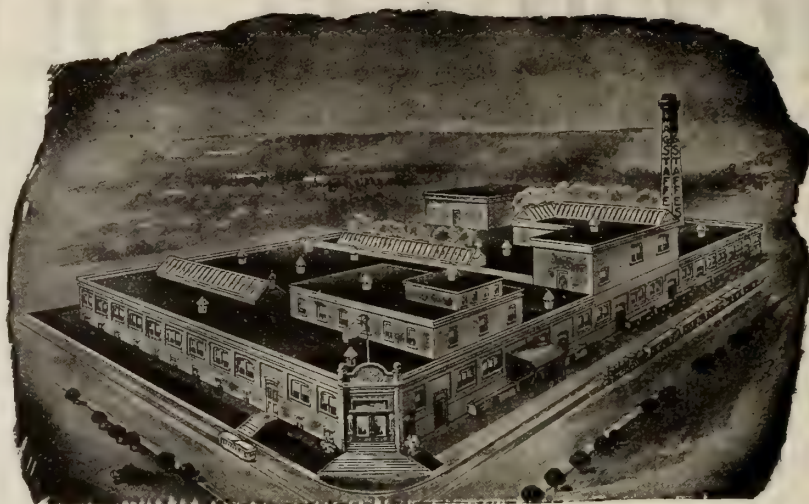
W. Clark, Limited

Clark's

MONTREAL

Canada Food Board License No. 14-216

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

CELEBRATED SEVILLE Orange Marmalade

Now Ready for Delivery

Containing all the essential oils that
give such a piquant zest to a Real
Orange Marmalade.

Order from Your Wholesale Grocer

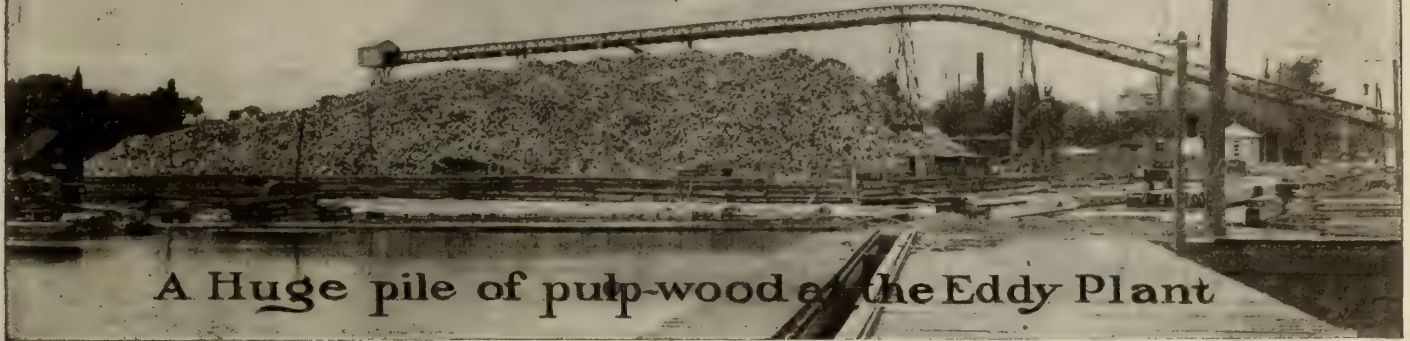
WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"



A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated May 9, 1919

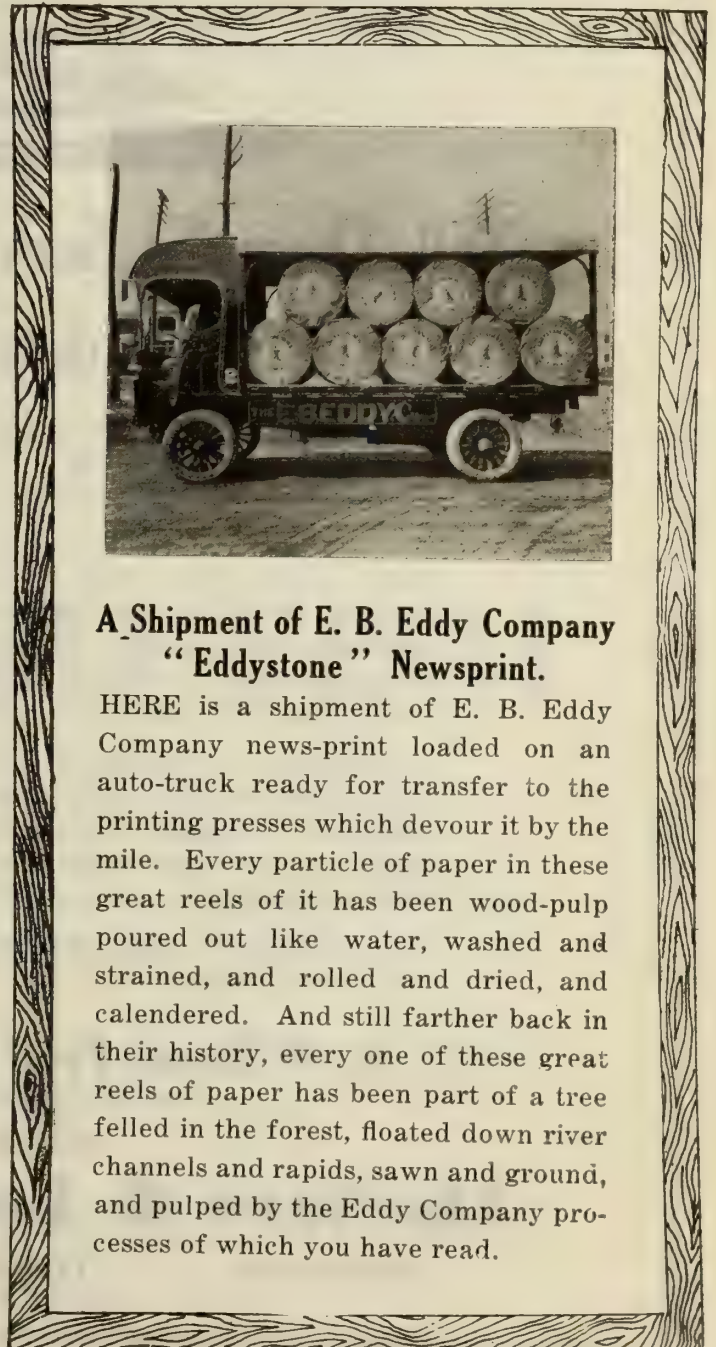
Being No. 33 in the Series

WHEN THE WOOD PULP BECOMES E. B. EDDY COMPANY PAPER.

MOST wonderful perhaps of all the processes by which The E. B. Eddy Company transform trees into paper is the stage at which the thin, watery wood-pulp emerges from the "stuff chest" through a strainer, and comes to a long narrow box the width of the paper making machine with all its great array of rollers.

From this narrow box the pulp flows steadily on to a wire screen belt woven of fine meshes of copper wire with as many as sixty or seventy meshes to the inch. This mesh belt is sometimes as long as seventy-five feet, and in width is about 150 inches or more. It travels steadily over a set of rollers and just where the pulp arrives upon it the belt has a little shaking motion from side to side. This motion is for a very important purpose. It has the effect of making the tiny fibres in the wood pulp interlock like the fingers of your right and left hand. This cleverly devised interlocking gives the tensile strength to the paper.

Through the meshes of the moving screen the water drains off the pulp, and the pulp becomes more like a thick, moist sheet. At the end of the belt farthest from the stuff chest there are vacuum boxes over which the belt has to pass. These suck still more of the water out of the pulp. Now the sheet of pulpy paper is ready to leave the wire screen belt on which it has been travelling quite rapidly as it loses its moisture. It passes through the couch rolls, one of which is felt covered, and over another woollen felt it travels into the firm, smooth grasp of the press rolls. This squeezes out the moisture most thoroughly for there are a great many rollers to pass through. Towards the end of its progress through the rollers the paper comes to a set of steam heated rolls which dry it till it is firm and crackly, just like everyday paper, but it has still to proceed through the smooth, heavy pressure calender rolls from which it emerges real finished paper, smooth, strong and beautiful of surface, to be rolled up and packed for shipment.



A Shipment of E. B. Eddy Company "Eddystone" Newsprint.

HERE is a shipment of E. B. Eddy Company news-print loaded on an auto-truck ready for transfer to the printing presses which devour it by the mile. Every particle of paper in these great reels of it has been wood-pulp poured out like water, washed and strained, and rolled and dried, and calendered. And still farther back in their history, every one of these great reels of paper has been part of a tree felled in the forest, floated down river channels and rapids, sawn and ground, and pulped by the Eddy Company processes of which you have read.





Tell Them To Serve It To The Children

Talk to the mothers about the wholesome, likeable qualities of Curling Brand Orange Marmalade as a spread for the kiddies' bread.

Show them, too, how economical Curling Brand is in these days of soaring butter prices. Its deliciousness makes it a welcome addition to meals, lunches, parties or picnics.

Curling Brand Seville Orange Marmalade is good for every member of the family because only sound, juicy fruit and pure cane sugar are used in its manufacture.

The "Curling" label guarantees a first-class product.



St. Williams Fruit Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONT.

REPRESENTATIVES:

Maclure & Langley, Limited

Montreal

TORONTO

Winnipeg

Daily Arriving

KLONDYKE QUARTS
 STRAWBERRIES,
 Extraordinary Fancy
 NEW POTATOES
 " CABBAGE
 " WAX BEANS
 " GREEN BEANS
 " CARROTS
 " BEETS
 " CUCUMBERS
 " SPINACH
 " ASPARAGUS
 ORANGES, ETC.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028



EUREKA REFRIGERATORS

are

Made in Canada

by

Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable

Built to last a Lifetime

Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Hamilton, Montreal

We specialize on

CANNED FISH

of all kinds

We have on spot :

Salmon, Crayfish, Shrimps, Finnan Haddie,
 Mackerel, Clams, Clam Chowder

We are now booking lobsters for future delivery.

Prices and samples on request.

J. W. WINDSOR, LIMITED

MONTREAL

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

SALMON CUTTING MACHINES

Could you give addresses of manufacturers of salmon cutting machines, such as used in British Columbia Salmon Canneries, also approximate price?—G. P. Eagan, Prescott & Duckworth Streets, St. John's, Newfoundland.

Answer—Letson & Burpee, Ltd., 172 Alexander St., Vancouver, B.C.; Crossley Lead Machine Co., Erie, Pennsylvania; Gulorosen Sales Corp., 17 State Street, New York, N.Y.; The Canadian Fairbanks-Morse Co., Ltd., St. John, Montreal or Toronto, Ont. We are not posted as to prices; better make enquiries of firms given above.

RE INCOME TAX

Kindly advise (1) if a firm doing business as partners will have to fill out income tax papers in the name of the firm or will each individual have to make out separate papers? (2) Do they have to fill out papers if the total profits for the year do not exceed \$4,000, both partners being married?—Haylman Bros., Westville, N.S.

Answer—(1) Income tax papers should be made out in the name of the individual or their individual holdings. Partnerships are not taxable as such; (2) Yes, it is advisable to make out papers showing what your profits are.

AMERICAN GROCERY & CONFECTIONERY JOURNALS

Would you kindly give me the names and addresses of the principal grocery journals and confectioners' journals in eastern part of U.S.A.?—Enquirer, Montreal.

Answer—Confectionery: Sweet's Atlantic, Georgia; Confectionery Journal, Cincinnati, Ohio; Western Confectioner, Seattle, Wash. Grocery: Modern Merchant and Grocery World, Philadelphia, Pa.; The Tradesman, Farnan Bldg., Omaha, Nebraska; The Modern Grocer, Chicago, Ill.; The New England and Grocer Tradesman, Boston, Mass.

ABOUT THE CONSUMERS' ASSOCIATION, WINDSOR, ONT.

Do you know anything about the Consumers' Association, Windsor, Ont.? How can they sell goods at such prices?—P.E.I.

Answer—This Association makes a heavy cut on two or three lines, but makes up the difference by selling inferior goods at high prices. You cannot buy the cheap goods without also buying the ones that show a profit to them. They also charge a membership fee that shows them a profit. That is how they make this offer. We would strongly advise every merchant to let their customers know the true inwardness of this Association. A complete discussion of the matter appeared in CANADIAN GROCER

issue of Feb. 22 and further reference was made to it in the issue of March 26, 1918.

BUYERS OF MEAT

Kindly give us the names of Montreal firms purchasing beef, pork, mutton, fowls? Names of Boston firms purchasing eggs?—Guy & Denton, Rossway, N.S.

Answer—Probably the following large retailers might be interested: Stanfords, Ltd., Montreal; Lamb's Market, Ltd., 328 University, Montreal; Beaver Hall Market, 318 Dorchester St., Montreal; Henry Gatehouse & Son, 348 Dorchester St., Montreal. Boston Produce Dealers: Lewis Mears & Co., 33 South Market St. and Geo. A. Conklin.

WHOLESALE NOVELTY FIRMS

Please inform me of some wholesale firms in Canada from whom I can buy novelties?—J. H. Bonner, Antigonish, Nova Scotia.

Answer—G. R. Gregg, York St., Toronto, Ont.; Novelties, Ltd., 100 Wellington Street West, Toronto; Will P. White, Ltd., 65 Simcoe St., Toronto, Ont.; Winch & McLaren, 77 Wellington St. West, Toronto, Ont.

CLERKS' ASSOCIATION

The retail clerks of this town are forming themselves into an association, and I understand such an organization already exists in Toronto. Could you furnish us with the address of the secretary or some officer of this association?—A. C. Carruthers, Midland, Ont.

Answer—Some time ago there was an association of this kind in Toronto, but it disbanded some time ago.

EGG POWDER AND CORN STARCH

Where can I purchase the following in bulk: dried egg powder and corn starch?—Specialty, —

Answer—Canada Starch Co., Ltd., 45 Front St. East, Toronto, Ont.; St. Lawrence Starch Co., Ltd., Port Credit, Ont. Dried Egg Powder: Bowes Co., 58 Wellington St. East, Toronto; Harold F. Ritchie & Co., 10 McCaul St., Toronto; W. G. Patrick & Co., 51 Wellington St. W., Toronto.

MAKERS OF FIREWORKS

Please give me the names of Canadian makers of fireworks, firecrackers, etc.?—H. E. Munroe, Westville, N.S.

Answer—T. W. Hand Fireworks Co., Ltd., 611 King St. West, Hamilton, Ont.; G. A. Holland & Son, Montreal, Que.

MAKERS OF MILK BOTTLES

Kindly let us know from what manufacturing company we could procure glass milk bottles by the gross?—H. M. Shaw, Perth, Ont.

Answer—Dominion Glass Co., Ltd., Beaver Hall, Montreal.

SHIPPERS OF CANNED LOBSTER AND MILK

Please give us the names of shippers of lobsters and other canned goods, canned milk, etc., willing to appoint distributing agents for England.—J. L. Morrison, Son & Jones, 20 Eastcheap, London, Eng.

Answer—Lobsters and Canned Fish: A. Boutilier & Co., Centerville, Ont.; Neville Canneries, Ltd., Halifax, N.S.; Connors Bros., Black's Harbor, N.S.; W. S. Loggie & Son, Ltd., Chatham, Ont.; Shaw & Ellis, Pocologan, P.E.I.; Booth Fisheries Co., St. Andrews, N.B.; B. Sutton Clarke Co., Ltd., St. George, Ont.; Stewart Fish Canneries, Ltd., St. Peters, Rich. Co.; Roberts, Simpson Co., Charlottetown, P.E.I. Canned Fruits and Vegetables—The Dominion Cannery, Hamilton. Milk List—Borden Milk Co., 130 St. Paul St., Montreal, Que.; Malcolm Condensing Co., St. George, Ont.; Carnation Milk Co., Aylmer, Ont.; Laing Provision & Storage Co., Brockville, Ont.

FEDERAL BAKING CO.'S SYSTEM

I am interested in the Federal Baking Company's System of baking. I understand there is a plant of this description in Toronto, and would it be very much trouble for you to find out something about them? Are they selling machinery outright? Any information you can give me about this company will be very much appreciated.—H. Malcolmson, Chatham, Ont.

Answer—The Federal Baking Co., Toronto, operate two stores. Their system is to bake their cakes, bread, etc., in view of the passerby on the street. One of their stores is on Yonge St., not far above Queen, the other being on Bloor St. W. They use rotary ovens with glass front so that their products can be seen right in the oven. They do not sell machinery as far as we can find out. There are a number of firms in Toronto and elsewhere manufacturing baking machinery, including the Fletcher Mfg. Co., also C. Wilson & Co., both of Toronto.

MANUFACTURERS OF CASH CARRIERS

Would you be kind enough to give us the names of firms making cash carriers?—John McCorvie & Son, 142 King St., Chatham, Ont.

Answer—Gipe Hazard Store Service Co., Ltd., 113 Sumach St., Toronto, Ont.; The Lamson Co., Boston, Mass.

IN SASKATCHEWAN—YES

Can retailers in Saskatchewan sell flavoring extracts over 2 oz. size legally?—W. Worsfold, Box 417, Maple Creek, Sask.

Answer—There are no restrictions against this in Saskatchewan.

CANADIAN GROCER,

143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....

.....

.....

Wantmore

PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable.

Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

A Palatable Tonic Wine



Made from extract of beef and carefully selected Port Wine.

**Dr. Chiron's
Invalid Tonic**

is as palatable and as exhilarating as the wines of former days. The only difference is the percentage of alcohol.

A clean, wholesome, blood-enriching home beverage that you can honestly recommend.

The Wholesale Grocery Trade handles it.

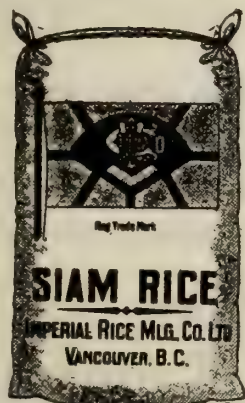
BROTMAN BROS.

Manufacturers

WINNIPEG

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Chas. Lauder Co.

95 and 97 Ontario Street

Toronto

**Wholesale
Confectioners**

**FINE CHOCOLATES
CENT GOODS**

We can give you satisfaction
WRITE FOR PRICES

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed

BY

The Nootka
Packing Co., Ltd.

NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

ALBATROSS BRAND

TRADE MARK

CLAYOQUOT-SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**

PILCHARD

EMPTY CONTENTS AS SOON AS OPENED

DIRECTIONS
WHEN REQUIRED
NOT PLACE THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like

ALBATROSS BRAND PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

RICE

Wholesale houses are respectfully requested to enquire for prices on carloads of Siam and Japan Rice. Telegraphic messages sent "collect" will be accepted.

S. LOWRIE

825 Powell St.

Vancouver, B.C.

Oranges California Lemons and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

VICTORIA

VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS

Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver

Live Salesmen covering Alberta and B.C.

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.

*Importers of Australian
and Oriental Produce*
SALMON BROKERS

DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.

Importers and Exporters VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Interested in the B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Mention this Paper When Writing to Advertisers

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

BLOATER
ANCHOVY
SARDINE
SALMON



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manufacturers first-class service.

The McLay Brokerage Co.

Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account
Winnipeg

WHEN WRITING TO ADVERTISERS
KINDLY MENTION THIS PAPER

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Calgary, Alta.
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability.
Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address

149 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta
Our staff calls on wholesale trade and does
detail work.

W. L. Mackenzie & Co., Ltd.

Head Office; Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN

Free and Bonded Storage
5 floors---60,000 sq. feet.

EL ROI-TAN PERFECT CIGAR

When Writing to Advertisers Kindly
Mention this Paper.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Con-
fectionery Specialties

Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto



When Ordering Your Next Stock of Jams

Consider what an advantage it will be to identify your store with such widely known and well proven lines as

Furnivall's

Furnivall's Jams are quality Jams — quality fruits, pure cane sugar and made by experts in a factory that is 100 per cent. up-to-date.

FURNIVALL-NEW,
Limited
Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto. Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Remember

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaints from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26, Wellington Street, W., Toronto.

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B. C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

MARITIME PROVINCES

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

ATLANTIC MILLING CO., Limited
P.C.TOU, N.S.
Wholesale Grocers, Millers Agents
Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

Genest, Genest, Limited, Board of Trade Building **Montreal**

Man Left You, Did He ?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion.
Five cents additional per insertion when replies are to be sent to Box Number in our care.
Send your advertisement and remittance to

Canadian Grocer Want Ads.

143-153 University Avenue
TORONTO

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.

Particulars and enquiries from Eton & Co., Winnipeg; Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal.

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND



Buy
**Golden Sheaf
Brand**

**MACARONI
VERMICELLI
SPAGHETTI**

It's Good

Made from the best of Semolina
Wheat and Pure Spring Water.

Nutritious, Appetizing, Nourishing

Order from your Wholesaler.

Sole Sales Agents:

McLaren Imperial Cheese Co.

TORONTO

MONTREAL

GOLDEN SHEAF CO., Limited, Montreal

VOL-PEEK

**A Fast Seller with
Big Profits**

15cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at ½ cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA



COSTS ONLY ½¢ FOR EACH MEND

"PRIDE OF CANADA" PURE MAPLE SUGAR AND SYRUP

New supply will be on the market soon—order your supply now. Our goods are backed by a written guarantee to be absolutely pure maple only. Order direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:
D. W. Ross Co., Montreal

Mills at
Montreal and Victoria, B.C.



Quality **Whittemore's** Variety
Shoe Polishes
The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.
Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

Refuse Substituted Imitations



A GOOD product is most always imitated but never equalled. Jealous competitors watch its growth in the public favor and then endeavour to rob it of its prestige.

Kellogg's TOASTED **CORN FLAKES**

have been enjoying a big demand for over 12 years—They are Canada's Standard Cereal. Your customers are being urged to make sure they get them in the

Red, White and Green Package

so you are advised to refuse all SUBSTITUTED IMITATIONS.

Kellogg's Toasted Corn Flakes are only made in Canada by

The Battle Creek Toasted Corn Flake Co., Limited

Head Office and Plant: LONDON, ONT.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE

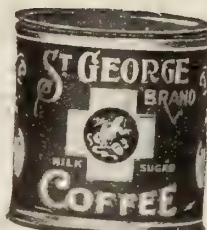
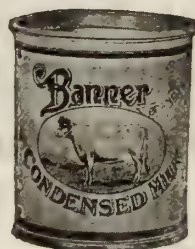
Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



All Canadian Milk Products



All-Canadian and All-Quality as well.

The equal of the most widely advertised imported lines and the superior of many.

Made-in-Canada from Canadian milk by Canadian Workmen, in a Canadian factory, built and maintained by Canadian capital.

So when you sell Malcolm Milk Products you are helping a genuine Canadian industry.

Keep the money at home. Support home enterprise. Sell Malcolm's—the Milk products that will please your customers.

THE
MALCOLM CONDENSING CO., Ltd.

St. George, Ontario

All-Canadian Condensed Milk Company

Our entire 27 years reputation
goes into every packet of
"SALADA"
TEA

Each packet will yield precisely the same unique flavour that has made this brand famous throughout North and South America. Not only have the Canadian and American public learned to rely absolutely upon this statement, but the demand for "Salada" has spread throughout the South American Republics, and to many far-off climes—for instance, this week, we will ship somewhat over 1,000 pounds of our finer grades to Mr. Carl Hoepfner, Reykjavik, Iceland.



The Sign of Purity and Cleanliness

The McCormick factory and trade-mark are internationally known—the McCormick million-dollar factory is a national institution. It is the home of the famous Jersey Cream Sodas. The McCormick watchwords are PURITY and CLEANLINESS.

All discriminating buyers look for the McCormick trade-mark—because it represents the highest achievement in the biscuit world.

The McCORMICK MFG. CO., LIMITED, London, Canada

Branches:

MONTREAL
WINNIPEG

OTTAWA
CALGARY

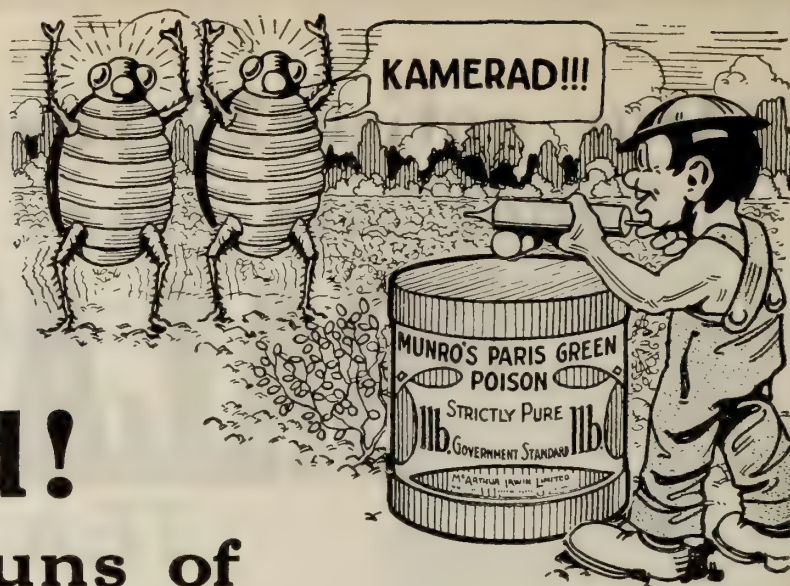
HAMILTON
ST. JOHN, N.B.

KINGSTON
PORT ARTHUR

Canada Food Board Licences : 11-003, 14-166.

War's Declared!

on the Huns of the Potato Fields



LIKE the Great War this one will be won by the side of right with the aid of plenty of the best ammunition. Your store should get into the fight as one of the "Ammunition Depots" fully equipped with the deadliest potato bug poison you can get—

Munro's Pure Paris Green

(Government Standard)

This will help to put the treacherous potato bug army in full retreat, and will prove a profitable venture for you.

Paris Green is known wherever potatoes are grown as the most effective poison for ridding potato plants of their destructive enemies. No sales argument is required to sell it. Just show a potato grower Munro's Pure Paris Green and the sale is made—and the bugs on his plants are as good as dead.

Get into the "Big Drive" with a full stock of Munro's.

If your jobber can't supply, order direct from the manufacturers

M.C. ARTHUR, IRWIN, LIMITED

MONTREAL
Established 1842

Why is Red Rose Tea different from any other tea?

Because it is a blend of about a dozen different varieties of choice teas, chiefly from the crack tea plantations of ASSAM.

Red Rose is a skilful blend of teas chosen by our tea experts to combine full flavor, richness, strength and economy.

The enormous and growing demand for Red Rose Tea shows that our experts know the kind of tea suitable to the taste of the Canadian people.

Only by taking the same teas and blending the same quantities of each variety could you secure the same distinctive and successful tea as Red Rose.

This is something no grocer would attempt. The nearest he could hope would be something nearly like it—and that is not worth while. It is too easy to procure and to sell Red Rose.

T. H. Estabrooks Co., Limited

St. John

Montreal

Toronto

Winnipeg

Calgary

Edmonton

Manufacturers

WE WANT AGENCIES FOR

FOOD PRODUCTS

FOR THE PROVINCE OF QUEBEC



18 YEARS EXPERIENCE

Bankers - ROYAL BANK

Write us for information

NAP. MORRISSETTE

18 JACQUES CARTIER SQUARE
MONTREAL

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Always show Keen's on your sales counter

A daily display of Keen's is worth while because the demand is ever good and the profit on sales is attractive.

To the housewife Keen's Oxford Blue is the standard of quality. She is pre-disposed in favor of Keen's.

And the daily display will help you cash in on this Keen popularity.



*One of these good looking
Counter Stands will keep your
stock of Keen's moving.*

Magor, Son & Co., Ltd.

191 St. Paul Street W., Montreal 30 Church Street, Toronto

Abbey's EFFERVESCENT SALT

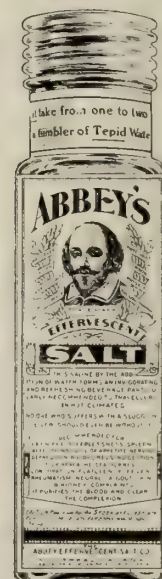
Makes Life
WORTH LIVING

IS SELLING FINE

Grocers are sharing in the benefits of our advertising. Week after week—month after month—the advertisements have appeared, telling the story of Abbey's Salt in a simple, conservative, convincing manner.

That this advertising is bringing results is shown by the steadily-increasing sales enjoyed by every grocer who handles Abbey's Salt.

The Abbey Effervescent Salt Co.
MONTREAL



CANADIAN GROCER

Vol. XXXIII.

TORONTO, MAY 9, 1919

No. 19

Brand Name Not a Big Factor in Sales

**Comparatively Few Users
Ask for Peanut Butter
by Brand Name**

"I HAVE never, as far as I remember, been asked for peanut butter by a brand name," stated G. B. Donnelly, King street, Hamilton, Ont. "I buy the one that shows me the best margin of profit, providing, of course, that the quality is right, and I have had no difficulty in selling it to my customers. Moreover, I have changed the brand when a better proposition offered, and have changed my customers to the new line without any difficulty."

G. Glockling, King street, Hamilton, sells at present —, but has handled other lines at different times. At no time, he claims, did he have any difficulty in selling the customer the line he was carrying at the time.

Changed Trade in Few Weeks

James Osborne, Hamilton, for some time past, handled one brand practically exclusively. He had a number of American customers who asked for this brand. Recently, however, he began to stock another line of Canadian manufacture that he believed to be equally good, if not better. He stocked this line in some quantity, and suggested it to his customers. They were practically without exception users of the other line. Urging them to try it, he found them willing to do so. As a result of these suggestions, he states that about half his sales are now of this line of goods, and many of his customers, who formerly always purchased the other brand, are now as consistently asking for this one, which he had introduced to them.

Peebles-Hobson, King Street West, Hamilton, handle two lines of peanut butter, but the bulk of their sales is in one line. They buy the other line because they get other goods from the same firm, and are well treated, but they put their selling efforts behind the one special line that represents the bulk of their sales.

"We used to sell — peanut butter," stated Post and Stewart, Barton St., Hamilton, but recently we have handled another line, which we believe is the best. It sells a little higher, but in the long run proves itself the most satis-

In this series of articles definite proof that the merchant is the most important agency in selling the goods, has been abundantly supplied.

Here is an instance where a merchant was the selling agent in eight out of ten articles asked for—80 per cent.

A representative of CANADIAN GROCER was in the store of C. Schaprin, 243 Clark Street, Montreal, and was discussing this point, when a traveller came in and entered the discussion as to whether customers always asked for goods by brand or whether the dealer in most cases elected them.

It was suggested that facts be permitted to talk for themselves, and that they should all take note of the next ten articles asked for by customers entering the store and see how many were asked for by brand name. This suggestion was accepted. The result showed that two articles, a canned milk and a breakfast food were asked for by brand name. Eight other articles — marmalade, coffee, margarine, canned peas, sugar, flour, canned tomatoes, and bacon—were purchased without any suggestion of the brand required, the merchant selling the line he was pushing.

In how far does this percentage hold? We would be glad to have retailers answer this question from their experience.

factory. We always sell this line and have had no complaints from our customers."

It is interesting to note that the original brand in this case has been, and still is, extensively advertised. The one recently adopted has never been given any general publicity.

More Profitable to Buy Only One Kind

Wm. Carroll, Hamilton, finds that only very seldom do customers ask for any special brand. It is his experience that they can sell any variety as long as the quality is there. As a result, they buy the variety that shows the best profit, quality considered, and have no difficulty in selling it in turn to their customers. Having fourteen stores, he finds it more profitable to buy only one kind, and that in fairly large quantities.

Service a Factor

"We are selling only one kind of peanut butter," stated Eugene Brais, 709 St. Lawrence street, Montreal.

**Merchant Changes Trade From
One Brand to Another,
Without Difficulty**

"We find this brand is good quality, and entirely satisfactory, and we handle this instead of other brands, because the manufacturer affords a service that is convenient for the dealer. Several times a week a supply is brought to the store. In that way we can get what we need, fresh, and as often as we want it."

The above comes from a local condition, but illustrates the important point of service, which the grocer is in a position to fully appreciate, and which he will appreciate if the same is extended. Mr. Brais had been won to this line of peanut butter, because of the interest this company had taken in him. He could buy other good grades of this product, but the service feature impressed him strongly and was holding his patronage. His customers were glad to leave orders with him to fill, supplying this brand which he had chosen to sell.

Limoges Bros., Hutchison street, Montreal, have a large grocery business.

"What brands of peanut butter are you handling?" Mr. Limoges was asked by a representative of CANADIAN GROCER.

"We sell mostly —. It is excellent in quality and flavor. We also sell —, which is a good brand, too."

"Why do you not push the sale of the other brand more?"

"Well, we get other products from this same firm, and they give us good service. Their lines are very satisfactory, and we feel like recommending them to our trade. The one line may be as good as the other, but we have been pushing the sale of the line first mentioned."

Here again service has been appreciated. It was necessary for the brand which this firm got behind to measure up to a high standard, and, this being the case, a well-maintained service did the rest.

J. Schafran, grocer, of 928 St. Lawrence street, Montreal, had been sold on — peanut butter and is pushing it. They have confidence in it as a high-grade product. Their customers un-

hesitatingly leave the selection of the brand with them, they state.

Quality the Great Inducement

J. Millman and Co., Woodstock, Ont., handle two brands of peanut butter, but their sales in one represent the bulk of their business, and have done so for some 6 months. They sell this line whenever possible, because they believe the quality is in it, and it represents a somewhat better profit to themselves. It was the quality of the products that induced the stocking of both lines rather than any other inducement, and Mr. Millman believes from his own experience that it is quite possible to sell any line as long as the quality is there.

Store's Advertising Developed Sales

The Paquet Company, Quebec, P.Q., carry three lines of peanut butter, but the bulk of the sales are made in one of them. This has been the case for four years past. Mr. Debuc, manager of the grocery department, gives as a reason for this circumstance, that the advertising of the store can create a demand for any quality product.

Wm. C. Mackie, Beamsville, Ont., has handled only one brand of peanut butter for two years past. He stocked it originally, because none of his competitors handled the line. Now he states that three out of five of his competitors also carry it.

It is again interesting to note that the brand in question has had no general publicity.

Few Purchase by Name

M. E. Bush, College street, Toronto, handles mostly —, though he also stocks another brand in smaller quantities. He sells the first mentioned brand, except in such few cases in which the other is asked for by name. He does this because he believes that the other is the best. "It is comparatively seldom," he stated, "that anyone asks for this product by name, and when they do, I am able to sell the brand I push without difficulty."

Specializing on the Product

The Imperial Grocery, College street, Toronto, makes a specialty of peanut butter, yet only two brands are handled. One of the brands represented about three-quarters of his trade. The manager stated it was his wholesaler who first induced him to try this line, and he had found it so satisfactory that he had specialized on it. He buys it in bulk, and puts it up in glass jars himself. He can make this business show some profit by buying in fairly large quantities of one line, but it would be impossible to show this same margin of profit if the buying was scattered over a larger number of brands. There would be no particular advantage either in such a system, as the store has found that customers are quite ready to accept the opinion of the merchant as to the quality of the goods sold.

"We carry three brands of peanut butter," stated Allan Snyder, Ronces-

valles Ave., Toronto. "One of these represents merely a nominal sale, and of the other two by far the largest part of our sales are in —. We have handled this line for several years and people have grown familiar with it. I use it myself also, and believe it is the best quality on the market. As all these lines represent practically the same profit to us, it naturally follows that we lay the emphasis on the brand we consider best. In this case the line that represents merely a nominal sale is the product of one of the most persistent general advertisers, and if it were a matter entirely of consumer demand that created sales, this brand might be expected to be the favorite. The other two brands have been given some general publicity, with the bulk of the sales probably going to the least advertised line."

D. Nicolson, Roncesvalles Ave., Toronto, states that he carries four brands of peanut butter, but sells mainly —. If he is asked for any particular brand that he carries, he naturally sells that line. But this is not frequently the case, as he finds that comparatively few people ask for this line by brand. In every other case, whether the customer asked for some brand he did not carry, or whether they merely asked for peanut butter, he would give them —, be-

cause he believes it to be the best value at the money.

Manufacturer Who Co-operates Favored

The more these investigations are pursued, the stronger becomes the evidence that the retail dealer is a most important factor in creating business for any particular brand of goods. They show that it does not pay a manufacturer to ignore the retailer; that the manufacturer who co-operates with the merchant in service, matter of profit-margin, in giving full selling information, and in maintaining quality, is the one that secures the greatest assistance from the dealer.

It is, of course, not good business for a retailer to deliver to a customer a brand of any article other than the one asked for, unless he takes the matter up with the customer and explains why he is doing this. The buyer is justly entitled to an explanation. But our interviews show that in connection with the majority of foodstuffs, the customer in at least more than 75 per cent. of her purchases, does not specify any particular brand. She is content to leave the selections to the judgment of the "family" grocer, whom she has learned to depend upon and to consider as an expert in his special line.

Stockdale Subjects at Western Conventions

Will Attend Both Regina and Medicine Hat Meetings of Retail Merchants—Actual Problems of the Retailer to be Discussed

Regina, Sask., May 8 (Special).—Frank Stockdale's lectures will be one of the outstanding features of the annual conventions of the Saskatchewan and Alberta branches of the Retail Merchants' Association to be held in Regina for Saskatchewan, May 13, 14 and 15, and at Medicine Hat for Alberta, June 3, 4 and 5. The greatest interest attaching to his special series of instructive lectures may be gauged from the following partial list of points covered in his programme under the various subjects: "Meeting To-day's Competition"; What to-day's competition is; The methods your competitors use; The things you must do to meet them.

"Some After-the-War Problems": Buying the goods—the plan; Selling the goods—the method; Pricing the goods—the profit; Holding down expenses.

"Opportunities in Retail Advertising"; What advertising is; How it protects your trade territory; The advertising of your competitors.

"Protecting the Home Town Front"; Your town and you—and your store; When the trade leaves town; When brains, energy, and youth leave town; Things that make towns grow and prosper.

"Salespeople of To-day and Tomorrow"; Changing "lookers" to "buyers"; Salespeople and store-waiters;

Suggestive selling; Selling service and satisfaction.

Frank Stockdale has spent the last five years in the field investigating retail merchants and retail stores of every kind and size. Before that he was engaged in the retail business himself. His talks are boiled-down reports of his experiences and his investigations.

He is a "clearing house" for better business ideas for he is in touch with what retailers are thinking and doing.

Every merchant in Saskatchewan and Alberta who can possibly do so should unhesitatingly attend these conventions.

FINED FOR ATTEMPTING TO INFLUENCE A JUDGE

A public apology in court, and costs to the extent of \$36, were required of W. H. Bunting, former Dominion Fruit Commissioner, by County Judge Campbell. Mr. Bunting had written a letter (marked "Confidential") to the Judge, asking, on the strength of a friendship dating from boyhood, for judgment in a civil action in favor of a fellow-fruit grower against a local canning concern. The action in question was over a quantity of strawberries.

While judgment was given for the plaintiff it was for an amount already paid into court by the defendant company.

Dumping Clause as Applied to Syrup

British Manufacturer Takes Exception to Canada's Regulation
—What the Commission of Customs Says
in Reply

CANADIAN GROCER has received a letter from a manufacturer in the Old Country in regard to the duty on syrup, and the operation of the Dumping Act in regard to selling on the Canadian market. The letter reads in part:

"We learn that the Canadian authorities, by their interpretation of their own Dumping Act, insist upon considering the home consumption price of syrup as the duty paid price, and charge the difference between the ordinary export "In Bond" price and the home trade duty paid price as a dumping duty when goods are imported into Canada. Thus the Canadian consumer of U. K. Golden Syrup has not only to pay the Canadian duty but also the heavy U.K. duty as well. We know of no other country in the world where the authorities interpret a dumping duty in this way, seeing that the whole of our syrup, in common with other syrups in this country, is manufactured in bond.

"We regard this treatment as very unfair to the mother country, and the effect is that every country outside the empire, which has a lower internal duty than Great Britain, has a distinct advantage in the Canadian market even after adding the small difference of the so-called preferential tariff."

This matter was put before Hon. John McDougald, Commissioner of Customs, and the following is his reply:

"I have the honor to acknowledge

receipt of yours of the 2nd inst, respecting the interpretation of the Canadian Dumping Act.

"In reply I enclose herewith copy of memo No. 1812 B, and would refer you to the second clause of Section 6, subsection (d), from which you will see that syrup entitled to entry under the British Preferential Tariff should not have the excise duty taken into account in figuring the dumping duty.

"On all goods not entitled to entry under the British Preferential Tariff, the excise duty is taken into account in calculating dumping duty."

The clause in the Dumping Act referred to by Hon. Mr. McDougald is as follows:

"The provisions of the Customs Tariff, 1907, in regard to special duty or dumping duty, are as follows:

"Sec. 6. In the case of articles exported to Canada of a class or kind made or produced in Canada, if the export or actual selling price to an importer in Canada be less than the fair market value of the same article when sold for home consumption in the usual and ordinary course in the country, whence exported to Canada at the time of its exportation to Canada there shall, in addition to the duties otherwise established, be levied, or collected and paid on such article, on its importation into Canada, a special duty (or dumping duty) equal to the difference be-

tween the said selling price of the article for export and the said fair market value thereof for home consumption; and such special duty (or dumping duty) shall be levied, collected and paid on such article, although it is not otherwise dutiable.

"Provided that the said special duty shall not exceed fifteen per cent. ad valorem in any case;

"Provided also that the following goods shall be exempt from such special duty, viz.:

(a) Goods whereon the duties otherwise established are equal to fifty per cent. ad valorem;

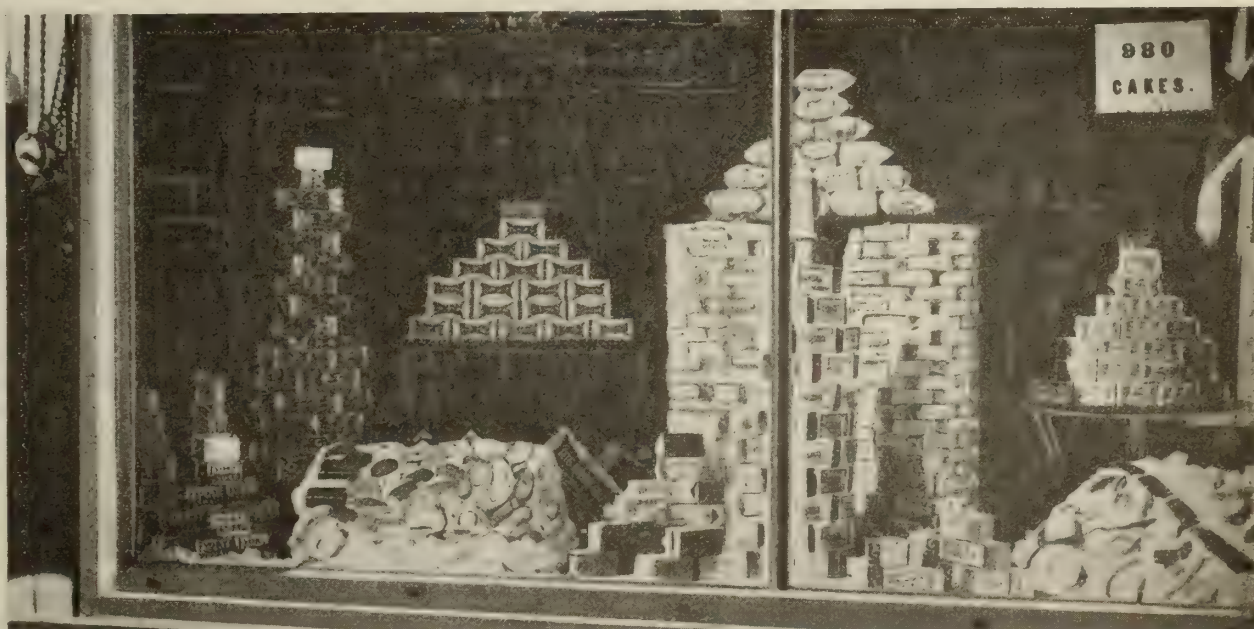
(b) Goods of a class subject to excise duty in Canada;

(c) Sugar refined in the United Kingdom.

(d) Binder twine or twine for the harvest binders manufactured from New Zealand hemp, thistle or tampico fibre, sisal grass, or sunn, or a mixture of any two or more of them, of single ply and measuring not exceeding six hundred feet to the pound.

"Provided further that excise duties shall be disregarded in estimating the market value of goods for the purposes of special duty when the goods are entitled to entry under the British Preferential Tariff."

Montreal housewives received the welcome news on May Day that their milk would cost them one cent per quart less during the summer. This brings the price down to 13c., which is still 2c. above the prevailing prices of a year ago. With many cents per pound less for butter, there will be a welcome relief all around.



An effective soap display window that might be advantageously used at this time of year when housecleaning goods are in demand.

New Bankruptcy Act is Now Before the House

Many Questions Being Asked by Members—Hon. Hugh Guthrie Explains the Working of the Measure, Emphasizing Its Quickness and Accuracy

THE new Bankruptcy Act, now being given its second reading before the House, is occasioning a great deal of discussion. Much of this centres around efforts to make its action quick and accurate. The new bill was introduced by Hon. Hugh Guthrie and one of the first comments he had to deal with was that it was imperative that there should be nothing haphazard about the appointment of trustees and that they should be good, honest, capable men. Mr. Guthrie in reply stated that the committee had dealt at some length with this matter and that there was some difference of opinion regarding it among representative bodies of Canada. It was decided that the trustees should be appointed by the Governor in Council upon application of the Secretary of State. A sufficient number of trustees are to be appointed throughout Canada who will have a limited territorial jurisdiction and they will be required to give adequate security for the performance of their duties and for the prompt payment over of funds which come into their hands.

May Demand Order

An order for increased security may be made upon application of the creditors, he stated. The standing security is \$10,000.

Mr. Guthrie was asked if the act is passed what will be the effect on the local acts now in force, and stated that all provincial legislation dealing with the subject of bankruptcy would in his opinion become null and void. The basis of the new bill, he said, is the English Bankruptcy Act, although it was not possible to apply all sections of the British Act here. The bill as it stands he said was a modification of and addition to the laws of a good many provinces also.

As the act is a new departure, Mr. Guthrie explained that it is not yet known how many trustees will be necessary throughout Canada. They were not, he said, salaried officers, but their fees will be voted by the creditors.

Should Get Interest

He was asked if any provision is made in the bill for the payment of interest upon the sum which the assignee is obliged to deposit with the Secretary of State. Mr. Jacobs who asked this said it seemed to him that when such a cash deposit was put up there should be some provision whereby the party would receive at least as much interest as the owners of Victory Bonds.

"I think if the trustees puts up cash security," said Mr. Guthrie, "he certainly ought to be entitled to a return by way of interest, but I believe in practice, it

will work out in the form of guaranteed bonds."

He stated that the Canadian Manufacturers' Association and the Wholesale Grocers' Association, and other bodies, had deemed that the question of the selection of trustees was most vital. In England, Mr. Guthrie stated, the trustees are appointed by the courts, and he was asked why the same system was not adopted here.

He pointed out that one difficulty the Committee had striven to overcome, was the delay and expense in connection with application to the courts.

Too Expensive

"One complaint that has come to us from all over Canada," he said, "is that the expense of cases that go before the court, notably the cases of companies under the Winding-Up Act, is so great and the procedure so tedious that creditors become disgusted. An outstanding case in British Columbia to-day is that of the Dominion Trust Co. I believe that 80 per cent. of their assets have been expended in courts, liquidators and the like. If one thing was impressed upon the Committee more than another, it was that we should avoid as far as possible court procedure and court appointments."

H. H. McLean said that he could not understand the principle of taking the control of the estate or of the assets away from the creditors who own them, and asked why the trustees as proposed should be limited to a particular class.

How It Works

Mr. Guthrie stated, that it is not contemplated under the Bill that the trustee will be asked to carry on the business. It was not the common experience, after an assignment takes place, that the business is carried on, it is wound up. One of the chief objects of the Bill is to see that it is wound up properly. It might have to be carried on, but it was not planned that the trustee should do this. The creditors may appoint a manager. The insolvent himself may be appointed by the creditors. There is a special provision, he stated, that the insolvent, who is the man most familiar with the business, shall be appointed if the creditors agree. The largest creditors in the Dominion, the Canadian Wholesalers, the Canadian Manufacturers' Association, and the retailers, he stated, all passed favorably upon the clause as it stands, and did not approve of appointing anyone as a trustee or of anything that might open the door to the appointment of friends of any man or set of men as trustees or of anything not in the interests of the creditors.

The discussion on the Bill is still in progress.

NO LOWER SUGAR LOOKED FOR Refiner States Fixed Prices for Raws And Higher Production Costs Will Force Quotations Up

MONTREAL, April 8 (Special).—"While the cost of refined sugar has remained stationary the refiner costs to producer have been increasing," said F. G. O'Grady, general manager of the Atlantic Sugar Refining Co., Ltd, Montreal, to CANADIAN GROCER. Mr. O'Grady pointed out that, among the factors that were most outstanding in the higher cost of production, that of labor, was the biggest single contributing item. Labor was in a very unsettled condition, and instead of men being content to accept the same wages as had obtained during the war period they were insisting upon getting more.

"Coal prices have also been higher, and this is one of the large items entering into production cost of refined sugar," said Mr. O'Grady. "The selling prices of refined sugars have remained unchanged, and still the refiner is paying more to produce."

Mr. O'Grady sees no indication of lower prices on sugar. In the first place the price for raws is fixed, and all operations have to be based on these fixed quotations. The operation of this control will continue for several months at least, and some think that it might be continued in force even longer, although there was no definite indication as to this.

The jobbers as well as the retailers were not stocking up heavily, Mr. O'Grady said. There was no big movement, and the buying, while regular and constant, was for limited quantities all around. In effect, the refiner was carrying the stock.

Asked if export business was not active, Mr. O'Grady replied that there was a considerable tonnage of sugar going forward, but that this was being sold under restrictions, and that there was little immediate encouragement, whereby open, competitive selling could be undertaken. It was this class of business that the refiner preferred, and the open market was much more desirable and more satisfactory.

NEW PREMISES FOR G. W. GRIFFITHS & CO.

George W. Griffiths & Co., manufacturers' agents, Winnipeg, have moved from Chamber of Commerce to 246 Princess St.

FIRM MEMBER PROGRESSING

The trade will be pleased to know that Mr. A. H. Brown, of Richards & Brown, Ltd., Winnipeg, is progressing favorably following his recent accident in which he sustained a broken leg. He is expected to be back at the office within a week or so.

GAIN 44-HOUR WEEK

Mr. Bull, managing director of the Royal Crown Soaps, Ltd., Winnipeg, announced last week that a 44-hour week will be initiated in the Winnipeg factory.

MEMBER OBJECTS TO ENQUIRY CLAUSE IN WHOLESALE GROCERS' ASSOCIATION BILL

In the Private Bills brought up for consideration in the House on May 2 was the Bill to incorporate the Canadian Wholesale Grocers' Association. Mr. McKenzie drew the attention of the Government to the clause in the bill that empowered the association to make enquiries under oath.

This clause of the bill reads as follows:

The association may, by by-law or resolution, provide for the appointment of committees of inquiry to inquire into any matter affecting the manufacturing, import, export, as well as internal or domestic interests of Canada, as affecting the grocery trade, and such committees may examine upon oath (which oath any member of said committee is hereby empowered to administer) any party who appears before them, and the evidence so taken may be used to assist the association in arriving at a decision with reference to the matter under consideration.

Mr. McKenzie held that as formerly all such investigations had been dealt with by the Government, he did not think that this clause should be allowed to pass. He held that no body of merchants had the right in their own private interest to make investigations under oath.

In this opinion Mr. Rowell concurred. The bill was, therefore, permitted to stand in committee pending further consideration of this point by the Government.

HAMILTON, ONT., RETAILERS HOLD "GET TOGETHER" WEEK

Many Interesting Addresses and Instructive Discussions During the Business Sessions, Concluding With a Social Evening of a Unique Character

Retailers' Week in Hamilton last week was one of the most successful of its kind, both from the standpoint of profitable instruction and good entertainment, as a means of fostering a "get together" spirit. The opening night was given to a retail selling demonstration, and a practical talk by F. F. Stewart, of Montreal, managing director of Cluett, Peabody & Co. This was followed by a discussion that was decidedly helpful and instructive. Wednesday night was featured by a talk by James Walley, of Buffalo, an expert retail counsellor, and the usual discussion. Sidney Wilson, Cleveland, a successful storekeeper, was the speaker on Thursday evening, and on the concluding night, the evening was given up to entertainment, commencing with a banquet at 6.30. Ladies' prize contests, distribution of samples, unusual stunts by retail associations, vaudeville features, parody song contests,

These Are Marmalade Days

IF you are considering making Marmalade this year now is the time. The supply of bitter oranges available this year is very limited indeed, owing to export restrictions in Italy and Spain.

This is our first supply to arrive, and may be our last. If you are interested, be sure to get your supply early—better still, TO-DAY.

We quote:

Finest Messina Bitter Oranges, large size, fine, firm, bright colored fruit, the kind to assure successful marmalade, per dozen, . . c; 5 dozen lots, \$

Luscious California Navel Oranges, medium size, per doz., . . c.

We have also a good supply of large-sized navels; these are exactly the same quality, but they are even better value at . . c a dozen. We buy these oranges at lower figures because their size makes them expensive for general use; they can be profitably used for marmalade, however.

Lemons, either Italian or Californian, fine, bright, well-matured fruit, and guaranteed from frost, per doz., . . c.

Brown Bros.

100 Main St.

A useful specimen advertisement for this time of year.

and an address by John D. Wells, editor of the Buffalo News.

The arrangements for the convention were in the hands of: Cam Bale, of Haberdashers' Association; U. L. Campbell, secretary Druggists' Association; J. Culley, Electrical Dealers' Association; J. R. Dixon, Bicycle Dealers' Association; A. G. Gaul, Jewelers' Association; K. H. Green, Furniture Dealers' Association; "Bay" Hill, secretary Retail Grocers' Association; D. G. Shearer, of the Stationers; Art Wilson, secretary Shoemen's Association; A. J. Wright, president Hardware Association, and others.

ESTABLISHED IN THEIR NEW HOME

"Salada" Tea Company Have Inviting Surroundings For Employees—Recreation Grounds Among Them

The staff of the "Salada" Tea Company are now settled in their new home on King street west, Toronto. CANADIAN GROCER some time ago made reference to the fact that P. C. Larkin, founder of the company, had purchased the new site. The building is a four storey one on a property that stretches through from King to Wellington sts., with space at both sides to ensure plenty of light on all floors. These side spaces are being turned into gardens that will make an attractive setting for the building.

On the top floor is a large cafeteria, that is being fitted up appropriately for the use of the employees of the firm. There is sanitary equipment on three different floors and in the rear there is a large lot that will be bordered by flower beds that is to be used as a recreation ground for the employees.

The mechanical equipment for handling, weighing and packaging the tea has been installed. On top floor there is a large cutting and sifting machine that cuts the tea as it arrives from the original chests from Ceylon and India into the regular size, and sifts from it any foreign particles that may have found a way into it. This machine, as all others used in the process of blending, has a vacuum attachment that draws off the tea dust, that might give the infused tea a muddy appearance. This tea dust has some commercial value, and is sold mostly to the Newfoundland fishermen. It is interesting to note the operation of the machinery. From this floor the tea is carried in pipes to a big blending drum. A certain number of revolutions of this drum produces a uniform blend, and when this has been reached, a shutter marked with the name of the tea blended is opened and the tea is carried down to plate glass and nickel receptacles on the second floor. From these it passes down to the packing room, where it is weighed by automatic machinery and wrapped in its aluminum or lead foil. Then it is passed to a labelling machine that in one operation puts the label on all four sides of the package, which is then ready to be boxed and shipped on order.

Each night the whole establishment is dusted clean of any particles of dust by means of a vacuum.

The "Salada" Tea Company has its own bonded warehouse in its new home, that permits them to move tea directly into storage, and to get it out without difficulties at any time. The executive offices are exceedingly attractive, being splendidly furnished.

Manufacturers are endeavoring more and more to improve working conditions for their employees and Mr. Larkin has certainly made his new premises most inviting in this respect.

"Best Way to Make Money is Keep It!"

A Truism Well Exemplified By My "Amateur-Grocer" Friend—The Wisdom of Money Out of the Business Demonstrated—Paving the Way to Independence

By HENRY JOHNSON, Jr.

A MAN wise in the ways of finance, whom I have quoted more than once in these columns, once said to me:

"Very little money would be lost if men could realize that one of the best ways to make money is to keep it. When fishing for big interest, be careful that you don't swallow the bait."

One of the strongest things about that remarkable statement which I published last week was the piling up of \$4,500 in cash and a Canadian Victory bond by that small grocer whose net earnings had figured out to only about \$1,050 a year for the past six years.

He did not let me have all his figures. For example, I do not know how much he has invested in that vacant land deal to which he refers only once. Neither do I know how many times he has paid \$100 on the mortgage. Nor yet has he said what interest he pays on the mortgage. But the mortgage comes due very soon now and he plans to pay it off.

Suppose then, that the balance unpaid now is \$3,000. After he pays it, he will have a clean surplus of at least \$1,500. Of that, \$1,000 already is invested in a Victory bond, as fine security as any on earth, which pays him $5\frac{1}{2}$ per cent., or \$55 a year. With care and on consultation with his banker, he can put out the remaining \$500 at between 5 and 6 per cent. with perfect safety. Together, then, these funds will earn him \$70 or \$75 a year, or about \$6 per month, without thought or care on his part.

Wise to Keep Small

You will remember that he said he would like to do things on a bigger scale, but felt that it was wiser, considering his impaired health and his years, not to attempt to do more than he is doing now.

Now see the beauty of the habit of rigid accumulation carried out over a series of years. This story sheds a new light on my contention that it is the plain duty of every merchant to himself and his business to draw money out of his business and invest it in good securities.

This for the reasons that, under this system, he is sure he is laying by some real money, hence is piling up a competence. Also, that thus he keeps himself scratching for capital in such a way that he will figure more closely and carefully; hence will become not only a more conservative buyer but a vastly better collector, and in a thousand other respects a keener business man.

But see, now, how it works out with this man. He would like to operate on a larger scale. Why? Because he has a normally wholesome ambition. Now, though he cannot himself directly undertake to do more business, he is in a position to enter into partnership of interest with the biggest business men in

the country and share in their work. Yes, even better than that; he hires those men, on a contingent salary, to work for him! For just as soon as he buys sound bonds or seasoned stocks he shares in the enterprises they have built up, in the earnings they make, and he has the advantage that they pay him his share of those earnings before they get a cent for their own work!

Grows Without Direct Effort

So now he is able to and does operate on as wide a scale, as rapidly as his accumulations grow, as he likes, meantime having his mind and body free to devote steadily to his own little grocery store.

"O, but what's 6 per cent.?" somebody says. Nor are you the first who carelessly and thoughtlessly have uttered that foolish question. So let me tell you one thing that six per cent., compounded only every six months, will do.

The sum of \$25 set aside every month at 6 per cent. compounded every six months will pile up a total of over \$30,000 in 30 years. How much is \$25 a month? Is it not \$300 a year? And if it is \$300 a year and we do it for 30 years, how much will we have laid by ourselves? Figure it out and you will find it is \$9,000. So, in the 30 years, the 6 per cent. has accumulated \$21,000 and over—without effort on the saver's part—in return for his faithfully laying up less than a third of the total.

Next I hear somebody say that he does not want to wait 30 years. That, of course, depends on the point of view. I took out my first life policy 27 years ago. It was written on a plan whereby I could withdraw it, or take part of the dividends, or do a number of other things in twenty years, and then quit or continue for a further ten years. When the 20 years rolled around, and they rolled without much thought or care on my part, I did not need the money. I left it for further accumulations. When it comes to me in another three years, it will come as a wind fall, as purely found money, because I have never missed the premiums paid.

The Little That is Never Missed

So it will be with the merchant who lays by \$25 a month. He will not miss it. Further, by the very discipline to which he subjects himself to make the systematic accumulations, he will automatically become a better business man in every particular. Then, as life stretches more and more behind him, that goal which once was 30 years ahead comes rapidly nearer. Say he starts at 28. Will any man in fairly good health who is nearly 58 admit for a minute that he is too old to enjoy a competence of \$30,000 when it is handed to him at 58? Ask him—anywhere you find him—and see!

"Despise not the day of small things!" "Money a little makes a mickle."

Well-Balanced Self-Respect

Notice that this man said he had no telephone and no delivery, that he never went after orders nor asked anyone to trade with him; that he simply tries to give satisfaction in quality and price and does not cut rates.

Does this sound as if he were a little bit "independent?" It does not sound that way to me, because it is very like my own experience in certain respects.

One day, about 15 years ago, I got to thinking about our system of soliciting orders. We sent out a very competent clerk at 7 every morning, who had to be hustled out, probably delaying others which had been in for an hour or more, and often resulted in dissatisfaction because late in spite of all we could do.

Immediately, I figured out exactly what that system cost and what it yielded. I figured the solicitor's time at about double what we paid him, because he was absent the time when he could be of most use to us. Result was we quit soliciting cold, kept the customers who would stay with us on the new deal, lost those who would not stay—and never resumed the system. There was no "independence" about our action. There is none with my friend. He just figures that there are certain limitations beyond which he cannot go without overtaxing his own capacity to get his work done; and he has the wisdom not to try to overdo.

Being free from a thousand vexations of phones, deliveries and anxiety about whether Biffkins is trading as much as usual this month, he can concentrate on service in his store and the general operation of his business. Note, too, that "success succeeds." It's mighty hard to find fault with a small grocer who needs three banks and a Government bond to care for his financial assets!

True Independence

But I went over the ground of true independence with you last week. That is a phase of this man's unusual record to which we well may give the closest attention. For after all is said and done, money is not everything and all success is relative. To be able to look the whole world in the face because you owe not any man is worth years of patient toil, as any man will tell you who has been through the real mill. So I feel like ending this review with a quotation with which I think, somehow, that you will agree:

Thanks, thanks to thee, my worthy friend

For the lesson thou hast taught,

Thus at the flaming forge of life

Our fortunes must be wrought;

Thus on its ringing anvil shaped

Each burning deed and thought!

Does Not Like "Cash and Carry" Plan

This Merchant Maintains That Business is Built on the Service Plan—Says That "Cash and Carry" Will Not Lower Expenses—Elimination of Delivery Will Cut Down Business

By J. F. THOMAS

This article is from an address delivered by J. F. Thomas, a merchant in Pierre, South Dakota, at a Retail Merchants' Association Convention. As it takes a somewhat novel angle in regard to the "Cash and Carry" idea, CANADIAN GROCER publishes it here for the benefit of readers.—Editor's Note.

The economic situation calls for careful consideration of problems that confront the retailer. So much has been said about efficiency, economy, elimination, conservation and what not, that the average retailer does not know whether he is in keeping with the times or not, and in his endeavor to be patriotic and loyal some of these things may have been carried too far. This is easily possible.

Run Store to Capacity

One result of this agitation has been to lead many retailers to try out new schemes, some, no doubt, good, while others have been of little value. Many suggestions have been made and lots of advice has been given the retailers as to how to run their business in war time. This advice has come from many sources, and I believe given in the best of faith, but in my estimation much of it has been ill-advised and of little practical benefit to the trade at large. For example, we are urged to reduce delivery, shorten credits, eliminate waste, to do more with less, and a hundred other things, all of which the good business man has been doing all the time. For my part I have only one way to run a store, and that is up to its capacity.

I fail to see how the curtailment of delivery could effect an economy if the delivery system is to be maintained. I will try and show you later that the delivery system when properly operated can be maintained at a cost that pales into insignificance when compared to the savings of the time of those whom it serves. I recall reading a statement from Mr. Selfridge, the great department store man of London, last year in which he said that although the war had taken 10,000 of his employees he had not found it advisable to curtail his delivery—and I believe he would adopt any system that would mean economy to his community.

Cash and Carry

Another result of this agitation for economy has developed to some extent what is known to the grocery trade as the "Cash and Carry" plan of merchandising, that is, pay your money and get the goods home any way you can.

Now it is this phase of war time development that furnished our secretary with the subject he assigned me for this convention: "What Will Be the

Status of the Cash and Carry Plan After the War?" To begin with I assure you that all I can do is to give you my opinion, for as you know the cash and carry idea has not had the attention of the public very long and is perhaps in its infancy, and while I am frank to confess that I do not know what its status will be after the war, I am willing to predict that it will remain in its infancy. When I finally consented to take this subject, and I did it because our secretary couldn't unload it on any one else, I had not given it a moment's thought. In fact the cash and carry idea has not worried me before the war nor during the war, and will not worry me after the war. I always believed and still believe, that the sellers of service will always be busy in any line of endeavor.

No Good Reason For It

In thinking on this subject, however, I have tried to figure out a reason for the existence of the cash and carry plan. My conclusion is there is no good reason. The catchy phrase "Cash and Carry" has of course created the idea with some that it was a great step forward along economic lines, but my analysis does not support this idea. The two words "Cash and Carry" are in my opinion badly matched up, reminding one of a horse and an ox hitched together. Cash is all right and much to be desired and the customer who pays cash is certainly entitled to the best of service, which after all is the keynote of any business. I have always maintained that a business institution of any kind is entitled to recognition in any community only on the basis of the service it gives to that community. I regret only that the fellows who need to get this vision are not here.

Now let us see what kind of service the cash and carry store offers for sale, and it will be well here to take into account the range of possibilities in which it hopes to excel the service store. Of course the only way to make a fair comparison is to assume that the two kinds of sellers are going to sell the same amount of merchandise. It will also be fair to assume that they will both be operated to capacity. Now this being true the cash and carry store is at once placed in a limited field while the service store is limited only by the field of its vision, which with the wide awake merchant is almost boundless. For the cash and carry store to gain any advantage over the service store must sell goods much cheaper, or must sell better goods for the same or less money.

I am not willing to admit that it can do either.

Plan On Trial

Remember that we are assuming that two stores operating at capacity are endeavoring to convince a critical public as to which is the more economical place at which to have their wants supplied, the one appealing to price, the other service. The cash and carry plan fails right here for to sell the same amount of goods (which is impossible on account of the limited field) it would more than use up the cost of delivery in extra salesforce to take care of the customers that could be served by a well operated delivery system. In support of this statement I quote from p. 7, vol. 3, No. 1, Bulletin Indiana University.

"Elimination of delivery entirely would not attain economy for a community or the retailer, for it would necessitate his employing more clerks to take care of the crowds at the store and would entail expense and inconvenience for the customer."

If this is true and I have contended for years that it is, the cash and carry plan would have approximately the same operating cost as the service store and, therefore, could not make good on the price appeal.

Cash Only Feature

Now let us take up the cash side of this plan, which is its only redeeming feature. It shows up very little better. Quoting from a table computed by the Bureau of Business Research of Harvard University, it has this to say: "Credit is as old as civilization, and costs one-half of 1 per cent. of sales," an amount so small that it could hardly be reflected in the price. The cost of delivery is of course greater than the cost of credit but it is also a greater factor in business, for it greatly increases the field of activity. You could hardly expect me to discuss the delivery question without drawing my conclusions from personal experience. We know the cost of delivery and we are convinced that if our delivery system were discontinued to-day, and we could sell the same amount of goods we are selling (and that would be the only fair assumption), our cost of operation could not be reduced. In fact I am firmly of the opinion that it would be increased.

And this is not all. What of the housewife's time? Our delivery system handles approximately 200 orders a day. Two hundred housewives shopping in

Continued on page 33

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President

H. T. HUNTER - - - - Vice-President

H. V. TYRRELL - - - - General Manager

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TORONTO, MAY 9, 1919

No. 19

A SANE VIEWPOINT

THE danger of over-centralization, dangers represented forcibly in the mail order corporation, and the large co-operative associations are beginning to be seen not only by the merchant of the smaller community, but by certain other clear-thinking members of these communities.

Charles Stewart, ex-reeve of Ashfield, and himself a prominent farmer of Huron County, Ont., and a member of the United Farmers of Ontario, has this to say:

"I am opposed to the movement among farmers to buy all their goods from the big centres. The farmer needs the local merchant as much as the merchant needs the farmers' patronage, because, if business places in small towns are wiped out the value of farm property will not increase."

TELLING THE PUBLIC OF QUALITY

THERE are stores that take pride in the quality of the goods they sell and in the service that they give to the public, but in many instances a great part of the public knows nothing much about them. They may realize that the store is pleasant, and that the service is courteous, but they may not stop to think that this may not be the case everywhere. The store that gives this kind of service, and sells this kind of goods, should keep this fact

before the public. They are facts worth advertising.

Many merchants are inclined to crowd their advertising with the names of too many goods. Long lists of commodities have little selling value. The customer wants to know something definite about the goods, and it is a wise merchant who tries to find out just what it is that the public would be likely to ask about these goods, and answers the unasked questions; it is a wise merchant, too, who if he tries to keep his service a little ahead of his competitors, lets the public know that his aim is at all times to excel in that line.

Blowing one's own horn, if not done too blatantly and persistently, is a good thing. It interests the customers, and it helps the merchant to put a value on the services he is rendering.

THE GROCER AS AN EXPERT

THE doctor is generally recognized as an expert on all matters pertaining to human health, the lawyer on all matters pertaining to the law. But unfortunately it does not always follow that the grocer is recognized as an expert on the food he handles. More often than not this is absolutely the grocer's fault. Those who depend on his service are ready and anxious to believe that he is an expert in his own line, but very often he will not give them any opportunity. Sometimes when the customer questions him about goods, he professes a large and complete ignorance, as though that were really a virtue. He will not discriminate between goods, announcing, broadly, that they are all about alike. No one could believe him an expert. He is the living negation of such an idea.

Fortunately, however, this type of merchant is growing daily more rare. Merchants are realizing that the grocery business is as highly technical a calling as any. He knows that he may make a living, even with slipshod business methods, and limited knowledge. But he knows, also, that it can only be a bare living under such conditions and that if he is to make a real success he must make a study of his business, and he must know his goods. He must know wherein one line of goods differs from another. He must know the process of manufacture that makes one product better than another.

He must have a full knowledge of his goods, so that no customer's question need remain unanswered. When the merchant becomes fully conversant with all the details of the business, even to knowing something regarding the most minor article upon his shelves, then he has become a real specialist, and is a real adjunct to the country. Anything can be sold without salesmanship, if it is sold low enough. But to maintain a business on a solid level of profit requires three things—quality, service and knowledge, and the last is not the least of these.

Current Events in Photographs



Will Try to Fly Across Atlantic

This is the first photograph of the Handley-Page overseas plane and shows the testing of the engines. The machine is one of the most powerful yet built and will be one of the largest machines participating in the Trans-Atlantic flight.

THE "CASH AND CARRY" PLAN

Continued from page 31

person would consume approximately one and one-half hours each, allowing time for dressing and going to and from the store, a total of 300 hours daily or 30 days per day, counting her time at \$50 per month, our delivery system would result in a community economy of \$1,500 per month. If the cost of the delivery system were charged direct to the community they would have still 500 per cent. profit on the investment but I think I have shown that is not as both stores operate at the same cost.

Therefore: After the war, as before the war, the real service store will enjoy prosperity in keeping with the service it gives to its community, which in my opinion will be far in excess of the recognition given the cash and carry plan.

In conclusion, if I may venture a word of advice to the retailers of South Dakota, I would say make your stores real service stores and stop trying to evade it by cash discounts, co-operative delivery and other questionable schemes and neither the cash and carry plan nor any other plan will have any terrors for you. . . . Build your business on merit and your reward will be in keeping with the efforts put forth.

Just imagine if you can those 200 busy housewives trudging through the sweltering heat of summer or the cold blasts of winter spending 30 days trying, but failing, to do the work of a couple of delivery boys who could better accomplish the task with one-fifth the expense, and call this economy? If you can draw the mental picture which will be the only way to get it, for the busy

housewife appreciates service and knows when it is priced right, then ask yourself what ought to be the status of this extravagant cash and carry plan.

MR. SPARLING PRESIDENT OF RETAIL TRADE BUREAU

The merchants of Winnipeg paid a compliment to one of their number recently, when they elected Fletcher Sparling, general manager of the Hudson's Bay Company, as chairman of the newly-organized Retail Trade Bureau of the Board of Trade. J. W. Kelly, of the McLean company, former president of the Retail Merchants' Association of Manitoba, was elected vice-chairman of the bureau at the same meeting.

N. B. POTATO GROWERS ANXIOUS OVER POSSIBLE REIMPOSITION OF AMERICAN DUTY

Potato growers in the western counties of New Brunswick, the chief source of supply for exports, are viewing with some alarm the agitation of their competitors across the international boundary for the re-imposition of the duty on potatoes. The Maine growers allege that the cost of production in Canada is less and that they should be protected from cheap competition. The New Brunswick growers cannot find where their production costs are lower and point to the concrete fact that they secure from 25 cents to \$1 per barrel less from the American buyers than is paid in Maine. However, the New Brunswick potato men are not so seriously concerned as they might have

been before Montreal and Toronto discovered the desirability of their product and opened up these markets. As the average producer in New Brunswick engages in diversified farming as well as in potato growing, he would not be inclined to worry so much about the loss of the United States market; in this he is a bit more independent than the Maine growers, who devote themselves almost exclusively to their potato crops.

BISCUIT COMPANY TO REBUILD

The Montreal Biscuit Co. has, it is stated, let a contract for the erection of a new factory in Montreal, to replace the one destroyed by fire last fall. It will be recalled that a serious fire made total destruction of their large plant, late in the season, and rebuilding of the plant then was not undertaken.

Plans call for a four-storey structure, 90 x 308 feet, the material to be brick. The cost is given in the contract as \$118,000.

WILLARD CHOCOLATE CO. TO SPEND \$175,000

An application was made some time ago by the Willard Chocolate Company, Ltd., Toronto, for a permit to erect a large down-town warehouse, to cost in the neighborhood of \$75,000. Recently the permit went through with an added value of \$100,000, the whole five-storey structure to cost \$175,000. The warehouse will be erected at 445-447 Wellington street west, near Spadina ave..

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

The grocers of West St. John will observe Thursday afternoon as a weekly half holiday this summer.

The half-holiday matter also was disposed of with the decision to close the stores at one o'clock on Thursday afternoons during July and August.

Now that a plebiscite has voted down the Mayor's proclamation of daylight time, it was decided that the stores should return to standard time.

A. E. Smith, president of the Smith Brokerage Co., Ltd., St. John, has left for an extended trip to California; Mrs. Smith accompanies him.

J. Alywn Tait has closed his retail grocery store in Hampton, and has started in business in St. John, as agent for various confectionery lines.

Among the new retail groceries in the reconstructed district of Halifax's north end are those of A. A. Jones, who lost everything in the explosion, and M. Long, who is combining confectionery, etc., with the grocery business.

The directors of the exhibition association of Charlottetown, P.E.I., have announced that they will hold an exhibition this fall, beginning on Sept. 23, and that it will be open to all Canada.

The retail grocers of Halifax will take Wednesday afternoon off, during the summer, commencing with the first of this month.

Owing to the extremely rough weather, the lobster fishermen on the Nova Scotia coast have met with little success so far this season.

At a meeting of the Fredericton branch of the Retail Merchants' Association, it was decided to invite Frank Stockdale to deliver a series of lectures on merchandising during the summer.

Supplies of dried fish are reported short in Halifax. The Cuban market for dry fish is reported improved, an increased demand from the east end of the island having cleared up the accumulation in Havana.

On instructions of Lord Leverhulme, of Lever Bros., England, who now control the business, the St. Croix Soap Manufacturing Co., Ltd., of St. Stephen, N.B., in future will run an eight-hour day, with half holiday on Saturday.

Since the war ended there have been continual inquiries reaching St. John, from many distant places, for Canadian fish so cured or packed as to stand a long journey. Among the latest inquiries received by the Board of Trade is one from New Zealand, and another from the Fiji Islands.

The proposal to observe public holidays on other dates when the days on which they fall are not convenient days to close was discussed, but was voted

down. Victoria Day will be observed by the merchants on Saturday, May 24, and other holidays as they fall due.

The MacMann Hotel block of buildings, consisting of the MacMann House, stables and general store, conducted by Fred D. MacMann, at Minto, N.B., in the Grand Lake coal mining district, were destroyed by fire recently. The loss is \$50,000. Insurance covers \$9,000.

Quebec Province

A. Lesperance & Co., grocers, LaTuque, Que., have dissolved.

Desbien & Gauthier, grocers, LaTuque, Que., have dissolved partnership.

Bibeau & Dufresne, general merchants, Montreal, have dissolved partnership.

F. W. Anderson was in Montreal last week representing the John B. Paine Co., Toronto, Ont.

Lorenzo Biteau, Mrs. P. Burke, J. E. LaFortune, all of Montreal, have registered grocery businesses.

J. S. Meyers, of the Peerless Cereal Mills, Woodstock, Ont., was in Montreal last week, calling on the trade.

J. H. Magor, of Magor, Son and Co., Limited, Montreal, returned this week from an extended visit to England.

J. Armand Cote and Ad. Cote, Sherbrooke, have been registered as grocers, under the firm name of Cote & Frere.

Mrs. A. Gravel and E. Norchessault, general merchants, Fasset, Que., have been succeeded by the Fasset Trading Co.

The branch store of Desire Cloutier, general merchant, St. Narcisse, located at St. Stanislas, was recently destroyed by fire.

Duncan Cameron, city weigher and gauger, of Montreal, is dead. Mr. Cameron has resided in Montreal for many years, and was identified with many varied organizations and activities in the city.

Montreal grocers who have applied for licenses to dispose of such wines and beers as are permitted under the new act and to whom licenses will be granted, will, it is expected, be given these after the 10th of the present month.

The Salada Tea Company, St. Paul street, Montreal, extended a unique invitation last week to a visiting actress, and a few invited guests. Miss Elsa Ryan, leading lady in the "Tea For Three" Company, which was playing here, was the guest of the afternoon, and invitations bearing the phrase, "To meet the famous actress, Miss Elsa Ryan," were extended by F. T. Shearns, the local manager, to a few friends. The

office of Mr. Shearns had been transformed into a dainty tea room, made the more attractive by daffodils, which were profusely in evidence. Tea was poured by Miss Ryan.

Ontario

Thornton Baker, Exeter, has sold out. C. A. Kelly, Hamilton, has sold to F. Murray.

L. Curry, Foresters Falls, has sold to H. C. Wilson.

M. N. Little, Toronto, is discontinuing business.

T. R. Franklin, Toronto, has sold to Notter Bros.

Fred Adams, Toronto, is advertising his business for sale.

John Armstrong, general merchant, Kerwood, has sold out.

W. H. Trecker, grocer, Sarnia, has sold to D. H. Curtis.

W. H. Fricker, general merchant, Millgrove, has sold out.

Harley H. Sheriff, grocer, Toronto, is discontinuing business.

Horton Masson, grocer, Shedden, has sold to T. Halam Keiller.

O. Evanovitch, grocer, Ottawa, has been succeeded by D. Harley.

John Armstrong, general merchant, Kerwood, has sold to W. R. Pollock.

Wm. Kearney, Ottawa, has been succeeded by Larson's Cash Grocery.

Adam Stewart, grocer and butcher, St. Thomas, has sold to E. E. Hooper.

Howe & Richard, Ltd., grocer and hardware, has been succeeded by Israel Howe.

The Kenora Dairy Co-operative Association, Ltd., have recently been incorporated.

Hampton & Taylor, grocers, Toronto, have dissolved partnership, W. C. Hampton continuing.

H. L. Albrecht, Newton, Ont., has sold his business to Becker & Elligson, of Brodhagen.

L. Lamoureux, grocer and butcher, Sudbury, has been succeeded by Lamoureux & Prevost.

H. Farmer, C. E. Naphthale, S. E. Smith and Henry Taylor, grocers, all of Hamilton, have sold out.

Norman Morrison, recently returned from overseas, has joined the force of the F. T. Hill Co., Highgate.

John Waddell has sold his grocery business that he conducted at 55 Railway Street, Stratford.

Prete & Elliot, groceries and fruits, Sudbury, have dissolved partnership, Mr. Prete continuing the business.

Rapley & McCorkindale have opened a grocery store at the corner of Fourth and Birch Streets, Collingwood.

NEWS FROM WESTERN CANADA

WESTERN

W. A. Day, Wellmar, Sask., has sold out.

J. J. Daley, general merchant, Ayre, Sask., is dead.

P. Fraser, Preeceville, Sask., has sold to McLean Bros.

R. J. Wood, general merchant, of Alameda, Sask., is dead.

Hughes & Ritchie, general merchants, Beverly, Sask., have sold out.

M. L. Munro, general merchant, Heward, Sask., has moved to Liberty.

J. Weinberg, general merchant, Leslie, has sold to Gibbs & Segal Bros.

T. Gallagher, general merchant, Erinview, Man., has sold to R. S. Burns.

McEwens, Ltd., Fairmount, Sask., has been succeeded by Edgar Browning.

A. I. Griffith, general merchant, Togo, Sask., has been succeeded by Waldman Bros.

The estate of A. B. Purkis, general merchant, has been succeeded by Mrs. E. Brooks.

James & Baldwin, general merchants, Tilston, Sask., have been succeeded by J. S. Cosgrove.

John H. Armstrong, general merchant, Bradwardine, Man., has sold to W. J. Sheppard.

Wagner & Rail, general merchants, Hayter, Alta., have been succeeded by J. C. Eddy & Co.

Raymond Bros., general merchants, Aneroid, Sask., have been succeeded by O. R. Ball & Co.

H. Warkentine, general merchant, Dalmenvy, Sask., has been succeeded by Jacob H. Gossen.

The Craik Mercantile Co., general merchants, Craik, Sask., have become the Craik Mercantile Co., Ltd.

The A. C. Beach Co., Ltd., general merchants, Craven, Sask., have been succeeded by W. R. Scovill.

E. W. Palmer, general merchant, Big Stick Lake, Sask., has moved to Chaplin, where he has taken over the store of L. B. Burroughs.

B. M. Henderson Brokerage, Ltd., Edmonton, Alberta, have been appointed agents for Northern Alberta, for the Dominion Salt Co. of Sarnia, Ont. They will distribute both the "Century" salt and their "Sifto" table salt.

ALSO IN SASKATOON

In the advertisement for Tees & Persse, Ltd., Winnipeg, in the annual Spring Number, through an oversight, the name of Saskatoon was left out of their list of branch houses.

RETAILER AND WHOLESALE TO WORK TOGETHER

Wholesalers of Regina, Sask., are pointing out to the retail trade that there is a mutual obligation in trading conditions. The retailer feels that the

wholesaler should not encroach on his field, or associate in any way directly with the retail trade. A number of wholesalers, admitting that contention, point out in a circular that there is also an obligation on the retailer to give a preference to the men who respect their wishes in this regard.

The circular issued by a number of retail firms reads as follows:

Should Wholesalers be Retailers?

The Universal Answer by the Retail Trade Would be "No"

Alright, What about the wholesaler who is not satisfied with his wholesale trade but TAKES THE CREAM OF THE RETAIL TRADE AS WELL?

Is he not your most dangerous and strongest competitor?

He has TWO PROFITS THE WHOLESALE and the RETAIL to work on

You say "He does not cut prices," perhaps not, BUT HIS EXTRA PROFITS PERMIT HIM TO PAY BIG RENTS, EMPLOY HIGH SALARIED RETAIL MANAGERS AND SPEND LIBERALLY FOR WINDOW DISPLAYS, SHOW CARDS, ETC.

Are you helping any wholesaler to do these things?

Are you buying from any jobber who has retail stores and thus creating a profit for him to use to compete against you?

If you have done this in the past, it must be because you have not stopped to consider the question. It is not fair to the wholesaler who is satisfied with his field.

Ever but not last. Are not the wholesalers who confine themselves strictly to wholesale business WORTHY OF YOUR STRONG AND ENTIRE SUPPORT? Every retailer will readily answer "YES" to this question.

The Grocery Section of the Regina Retail Merchants Association passed the following resolution last month:

"Resolved that members of the Retail Grocery Section be asked to pledge support to exclusive wholesalers, that is to say, wholesalers who do not conduct retail stores."

You will note resolution does not apply to any particular line, but to any wholesaler whether he sells drugs, hardware, tobacco, confectionery, biscuits, boots and shoes, in fact the resolution is wide open. It covers all branches of trade.

You might expect the jobber to be very careful and not sell Hotels, Grain Growers' Organization, etc., in turn we claim that it is right for the retailer to extend the exclusive wholesaler the same protection, AND PURCHASE YOUR GOODS FROM WHOLESALE WHO RESPECT YOUR WISHES IN THIS AND HAVE NO RETAIL CONNECTION.

The greatest curse to the regular retail trade in many Cities of the United States is RETAIL STORES, KNOWN AS CHAIN STORES CONDUCTED BY A JOBBER. BACK UP THE EXCLUSIVE WHOLESALE by serving better freshness, upon any jobber who has retail stores, that in future your support goes to the wholesaler who is satisfied with his present field, and the wholesale houses (without retail stores) WILL FEEL WARMLY GRATEFUL FOR YOUR ACTION.

McLean Grocery Company, Limited
Per Wm. Colquhoun

Lloyd Fruit Company,
Per A. J. Semmicks

Camron & Houp,
Per S. C. Burton

Cambell, Wilson & Strathairn,
Per Meir

Scott Fruit Company,
Per Ballmann

H. G. Smith, Limited,
Per H. G. Smith

Gunn & Smith,
Per F. C. Gunn

Stockton & Mallison,
Per H. A. Bond

McNall & Company,
Per T. G. McNall

REGINA, SASK.

NEW FACTORY FOR BRETT MANUFACTURING COMPANY

Brett Manufacturing Co., Winnipeg, which suffered heavy loss in a recent fire, has opened new premises at Erin and St. Matthew Streets, where manufacture has been recommenced. The firm is in position to supply the trade with all lines as formerly.

SIDNEY, B.C., CANNING PLANT ACTIVE

1,500 Sacks of Clams Received in One Day—Company Does Big Business

The Sidney Trading Co., Sidney, B.C., in addition to its large general store business, conducts a clam canning plant at the Beacon Arctic waterfront of that place.

This industry, while already well founded, is increasing rapidly owing to the growing knowledge and appreciation of clams as a food. At the present time, this being the height of the clam canning season, the factory is being run night and day. On one day recently 42 boats unloaded their cargo, totalling

1,500 sacks of clams at the cannery wharf. The operation of canning clams is an interesting one.

The clams are dumped from the boats into the cannery's big storage bin on the beach. From there they go up a chain conveyor to the steaming barrels. In these barrels they are exposed to live steam for about ten minutes, which causes the shells to open. They then go to the sorting tables, where the meats are separated from the shells and collected into shallow pans.

Following this operation the clams are trimmed by hand and carefully cleaned, and packed into tins. The tin is then filled with hot clam liquor, which is saved from the steaming barrels.

After having been sealed the tins are taken to the steam cooking retort, and after a thorough cooking the tins are cooled, lacquered and labelled, and are then ready for shipment.

The average day's run is 126 cases.

Tinned clams find a market as far south as Australia, east to Montreal and north to Dawson, the Yukon territory being a heavy consumer of clams.

During the autumn months the cannery also puts up large quantities of tree fruits, and some tomatoes.

The board of management consists of C. C. Cochran, A. L. Wilson and G. A. Cochran, Mr. Wilson also acting as foreman.

COOPER STORE, SWIFT CURRENT, SASK., ADOPTS NEW TIME

W. W. Cooper, the proprietor of W. W. Cooper Company, Swift Current, Sask., at a recent conference with the employees of the store, adopted a new system of closing. The clientele served by the store being 100 per cent. a farming community the weekly half holiday was not found to be satisfactory. As a result of the discussion the W. W. Cooper stores will, on and after May 5th, close every week day of the year at 5.30 p.m., with the exception of Saturdays, when the store will close at 9 p.m.

Starting on May 5th, it is the intention of Mr. Cooper to open his stores as usual at 8 a. m. until the end of October, and during the other months to open at 8.30 a.m. In this way both patrons and employees are served to the best of advantage. The matter of a half holiday during the summer months or shorter hours during the year was left to the option of the employees.

The former store hours were 8 a.m. to 6 p.m. and 10 p.m. Saturdays. The new time will therefore mean a saving of 3 1-2 hours during the week, and 6 1-2 hours each week during the winter months.

Business Increased 67 Per Cent. in Year

Hudson Bay Company, Winnipeg, Celebrates 249th Anniversary — Grocery Department Shows Substantial Growth—Generous Use of Price Tickets; Goods Within Customers' Reach; Giving Service and Satisfaction Are Responsible Factors

THERE is perhaps no more remarkable organization in existence in any part of the world than the Hudson's Bay Company, which celebrated its 249th anniversary at its big departmental store in Winnipeg during the week of May 1 to 7. The importance of the work accomplished by this company in establishing trading posts and exercising sovereignty over thousands of natives and over thousands of square miles of territory, for over two hundred years is appreciated by all who are acquainted with early Canadian history. To commemorate birthday week, the company issued a very small booklet embracing a review of its operations since 1670.

Of the more recent developments concerning this company those affecting the grocery department of the present store as erected on Main Street in 1882, are particularly interesting.

Approximately one half of the ground floor space of the store, with separate entrance from Main Street, is now devoted to groceries and kindred lines.

Being situated on the ground floor, rental costs, as charged against the department, are necessarily high, but J. L. Whalley, manager, states that the location is well worth its higher cost in increasing business.

A Striking Increase in Business

It is interesting to note that the grocery department of this store has shown an increase in turnover of 67% for the past year as compared for the same period the previous year. Mr. Whalley states that this increase is largely attributable to the desire of the management and of each clerk to give service and satisfaction. The management of the store has kindled a spirit of frater-nalism among the employees, which results in giving better service to customers, thus furthering the company's interests and also the interests of the clerks themselves.

60% of Business Over Telephone

Being an old established company, the grocery department has the bulk of its

trade with families which have been customers for many years. A test was recently made, taking into consideration the number of telephone calls, and the business done, the result of which was to show that 60% of the business was from telephone orders. To cope with this extensive telephone business six girls are employed. There are thirty-two employees in the grocery department, and each one is outfitted in white. The clerks are paid for any overtime, and each is a party to a mutual benefit fund, into which they pay $\frac{1}{2}\%$ of their pay each month. In return they are given half pay in case of sickness. Congenial working conditions such as these are responsible for the interest taken by the employees in the store's customers, and have been a big factor in the increasing of business as outlined.

The grocery stock is turned over from twelve to fifteen times yearly, while provision stocks are turned sixty-five times in this period. Mr. Whalley states that he does not believe in cutting prices,



The Hudson's Bay Co. Store, Winnipeg. Note the way the goods are taken from shelves and displayed on counters and tables. An attractive display of fruit and nuts in foreground. Provision department at the rear under balcony.

but owing to the fact that this store is located some distance from the downtown district it is sometimes found necessary to offer some inducement to draw trade.

Medium-Priced Line Sells Best

"A good, medium-priced line of groceries sells best," says Mr. Whalley. "We cannot get the fancy lines at present, but owing to the fact that our customers have practised economy during the war, there is little call for fancy goods."

A glance around the grocery department indicates that no mean importance is attached to the adequate pricing of individual articles on the shelves and display cases of this store.

"Goods with tickets on which are displayed the price where the customer can handle them move fast," says Mr. Whalley. "The customer might have only twenty-five or thirty cents in change and does not want to be embarrassed by asking a clerk the price of an article and find that it is slightly beyond the extent of her small change." Mr. Whalley's opinion is that every article in the store should be displayed within reach of the customer with a price ticket on it.

Canned goods, soaps, preserves, teas, fruits and packaged goods are the chief lines handled in this way in the Hudson's Bay store. Wall cabinets with six shelves each give an adequate display of all stocks. These cabinets extend throughout the depth of the store. A section of short counters are used for displaying the above articles within easy reach of customers. After a test it has been proved in this store that goods on these counters sell much more rapidly than lines kept on the shelves, and that in some cases, lines which were very poor sellers while on the shelves moved out rapidly when put on these counters.

Trade Largely on Cash Basis

It is significant that though approximately 60% of the business of the grocery department is family trade, only 35% of this business is on a charge basis.

There is little transient or "pick-up" trade in this store, as it is located away from a district in which this class of trade is found. Mr. Whalley states that as a department store his department should cater more to the masses, but that it is difficult to break away from the class of trade which has been worked up, and limited space in the present premises also makes any change inadvisable.

Fruits and Vegetables

In conjunction with the grocery department is a section devoted to fresh fruits and vegetables. This department employs its own clerks who are fully acquainted with the lines handled. A big increase in sales has been shown by this department since it was moved from the rear of the store to a location at the front opposite the store entrance. This department is not a self-sustaining one but is responsible to the manager of the grocery section.

During the war an overseas depart-

ment was instrumental in selling a large stock of groceries. A section was devoted to the display of various overseas lines drawn from each department of the store, and as sales were made, such goods were transferred by voucher from the department to which they ordinarily belonged, and credit went to the overseas section for the sale.

Provision Department

The provision department is also in the grocery section, but is on a somewhat different basis to the other sub-departments mentioned. In this case the department, while responsible to Mr. Whalley, is self-sustaining and must pay its way. Unlike groceries, very little provisions are sold over the telephone, owing to the fact that customers purchasing meats and dairy products prefer to examine the goods. The same generous use of price cards is found in this department. The sanitary handling of all lines of provisions is an important feature, and closed showcases, with all meats under cover, are to be seen. Along the walls, in the rear, are coolers, with glass fronts, which allow of an effective display of provisions while in the refrigerator. Orders given in this department are taken on bills and the customer pays the cashier, thereupon returning with the receipted bill to claim the purchase.

In the case of groceries the clerk is enabled to be a little more obliging to the customer in the matter of paying bills. Owing to the comparative facility of paying the cashier from the grocery department the clerk generally renders this service to the customer.

Delivery Orders Packed in Basement

Orders for delivery are all selected and packed in the basement of the store from complete grocery stocks on shelves close at hand. The only exception to this rule is where the customer selects a certain variety of goods herself, in which case the clerk attends to that part of the order and sees that it is included in the parcel as delivered. All goods in the basement are priced for the convenience of packers. Here a large staff of packers and checkers are employed, and each parcel is checked three times before passing to the sorting room for delivery.

To the prospective customer entering the grocery section of the store from Main Street, the effective layout of the department is at once apparent. On the centre left, opposite the entrance, is the fruit department, with an attractive display of seasonable lines. On the extreme left is the manager's private office, in rear of which is a counter devoted to seeds. The counter of the grocery department extends from this point to the rear, where the provision department is seen. In the rear of the fruit section in the centre left are located the display counters for various lines bearing price tickets, and within easy reach of customers. Cashier's desks are located conveniently. On the right centre of the entrance is the candy department, with the overseas department located in rear. This department is now being disposed of as there is little overseas trade being

done in soldiers' boxes. On the extreme right is located the tobacco department.

Upon entering the store one is faced with attractive displays of fruits, candies and groceries. Behind these displays the goods are all within easy reach, and each bears its price so that the customer at once becomes interested and feels at home. It is to a combination of these and the other circumstances dealt with herein, that the Hudson's Bay store attributes much of the success of the grocery department during the past few years of trying times.

STEAMER SERVICE OPENS NEW COFFEE MARKET

The fact that a regular steamer service is now established between Vancouver and Mexican and South American Pacific ports opens up possibilities in trade that should be of interest to the Canadian merchants. In coffee alone good business should be possible. In 1917 Canada's consumption and import of coffee from all sources was over 17,000,000 pounds. Brazil contributed ten million of this amount, and the rest came from Guatemala and elsewhere. The amount received from Mexico, according to the Mexican consul-general, was a meagre one hundred and eighty tons.

The one district of Soconusco, Mexico, produces yearly over twenty million pounds of coffee. This district runs along the Pacific slope and adjoins Guatemala. The sample of coffee, in the estimation of many, equals, if not excels, the Guatemala coffee. The railway tapping this great coffee district is Government operated, and in order to facilitate the marketing of the produce from this district the freight rates on this road are cut considerably when the shipments are destined for export through the main port for this section, which is Salina Cruz, province of Oaxaca.

The quality of the Soconusco coffee, which takes its name from the place of growth, is well-known. At present most of the crop is bought in Frisco, but before the war Germany took the entire lot. The prices named in the Mexican commercial papers at present for Soconusco coffee average 78 cents Mex. per kilo (about 2 1-5 lbs.) at Salina Cruz, which is, as mentioned, the main port of export for this district.

The coffee from Cordova district, on the Atlantic side, is quoted at the same time at 80 cents Mex. per kilo. The main port of export from this district is Vera Cruz, and is more convenient for export to the Atlantic seaboard points.

At Tapachula, Chiapas, the Chamber of Commerce has a government charter making it a responsible body, and giving it powers to execute orders from merchants, and be of any assistance possible in furthering export business. Through the port of Vancouver there should now be possible considerable business in coffee, as well as vanilla beans, peppers, coconuts and possibly later, bananas and oranges.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THERE is comparatively little of moment in the markets this week. Changes have been of a more or less nominal character, though there is a general feeling of strength in all commodities offered.

MONTREAL—Price changes for the week are important on one or two commodities and there are also some important tendencies to the market. Molasses has been reduced by one jobber five cents per gallon all around, and while this is the only definite change announced for molasses, it is understood that a nominal market prevails. Ground cloves have been reduced and spices are generally on an easy basis. Javelle water is lower in price, and one line of baby comforters is lower by 5c per dozen. Green vegetables have been reduced, although ripe tomatoes are higher. Feed oats are down.

Among the advances made is one for oil cake, which is up 10c per 100 lbs. Hay is much higher, best grade selling at \$36 per ton. Barley feed is up. Lemons are higher and tea, coffee, cereals and canned fruits are ruling very firm. The bean market is steady and rice and nut markets remain on a steady and unchanged basis. Prices hold high for maple sugar and syrup. The sale of mill feeds is good and the flour market is firm.

Some lines of new goods are arriving from week to week, gelatine, egg powder, etc., coming to hand.

TORONTO—The packers' strike and its possible effect on meat prices, should it be prolonged, was the only feature of outstanding importance in the grocery trade this week. Fresh meats, both beef and pork, were

quoted higher this week. In fact most commodities were firm with tendencies higher. Quotations on Ontario potatoes have advanced to \$2.25 per bag. There is a great scarcity of Ontario potatoes because of shipments to the United States. Potatoes for seed purposes are selling at even higher figures. New Florida potatoes are now arriving and are bringing from \$6 to \$10, according to grade. Dried fruits continue scarce and strong in price. Canned goods, too, are scarce, and indications point to supplies being pretty well cleaned up before the new crop comes on. Peas are an exception, however, being in very fair supply.

Reports from primaries indicate further advances on green coffees. As far as the Toronto market is concerned, quotations are unchanged, but all evidences point to very strong levels prevailing for some time to come. Teas are strong. Stocks of Javas that have been held in rather heavy quantities are active, but the bulk of the low grade teas have been pretty well cleaned up.

All imported fruits are arriving in good supply, and Porto Rico pineapples are quoted slightly lower. Strawberries are still very high. Rices are steady but the choice qualities are hard to get. Beans are experiencing renewed activity, and prices are fairly easy.

WINNIPEG—A further advance is recorded this week in coffee, in keeping with the recent trend of this market. The outlook is for very high prices on dried fruits, with prunes and apples scarce and high. There are no seedless raisins to be had. A big range is shown in current quotations on jam by various jobbers. Tea is moving more rapidly and no price reduction is expected.

QUEBEC MARKETS

MONTREAL, May 7—Grocery markets are fairly satisfactory, in the matter of sales, though many varieties of goods are not selling as freely as the wholesalers would like. Supplies of various goods are coming to hand, some of these having been off the market for a long time.

Lots of Sugar

But Sales Light

Montreal

SUGAR.—That there will be plenty of sugar for the trade if buying is not unnecessarily deferred, is evident. When

the preserving season comes, and demand from abroad develops, as it doubtless will, there may not be so much surplus. The tendencies are all firm and with the jobbers and retailers buying only as required, there is little im-

provement in the movement from the refineries.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15- 10 30
Iceing (25-lb. boxes)	10 65- 10 70
Iceing (50-lb. boxes)	10 35- 10 50
Do., 1-lb.	11 05
Yellow, No. 1.	9 75- 9 55
Yellow, No. 2 (Golden)	9 45- 9 55
Yellow, No. 3	9 35- 9 45
Powdered, barrels	10 05- 10 20
Powdered, 50s	10 15- 10 50
Powdered, 25s	10 35- 10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55- 10 65
Do., 50-lb. boxes	10 65- 10 75
Do., 25-lb. boxes	12 85- 10 95

Do., 2-lb. pack.	11 95-	12 05
Paris lumps, barrels	-	10 55
Paris lumps (100 lbs.)	-	10 65
Paris lumps (50-lb. boxes)	-	10 75
Paris lumps (25-lb. boxes)	-	10 95
Paris lumps (cartons, 5-lb.)	-	11 70
Do., (cartons, 2-lb.)	-	12 45
Crystal diamonds, barrels	-	10 55
Crystal diamonds (boxes 100 lbs.)	-	10 65
Crystal diamonds (50-lb. boxes)	-	10 75
Crystal diamonds (25-lb. boxes)	-	10 95

Oil Cake up 10c; Mineral Water Down

Montreal

OIL CAKE, MINERAL WATER.—An advance is made by one jobber for ground oil cake, 10c per 100 lbs. being added to the price, and the new quotation being \$3.75 to \$3.85, according to quantity taken. This jobber has reduced the price on Javelle water 10c per doz. to 70c.

Peaches Scarcer; Canned Goods Enquiry

Montreal

CANNED GOODS.—Enquiries are more frequent for supplies, and there is a good domestic demand for canned fruits especially. Export movement continues to be made, and there is no question about the market ruling firm on nearly all lines. Advances for some of the canned fruits will not be surprising.

The jobbers are beginning to name prices for canned lobster, and these quotations will, it is stated, be higher than ever before.

Canned Fruits—

Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	1 90	
Currents, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 80	3 00
Do., No. 2	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2½s	3 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2½s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do. (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2½s	2 60	
Strawberry, 2s	3 97½	4 20

Canned Vegetables—

Asparagus (Amer.) mammoth green, doz.	4 00	
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 05	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (2½s)		2 45
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		3 00
Spinach, California 2½s		3 15
Do. (wine gals.)	10 00	
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 20	1 35
Tomatoes, 2½s	1 75	1 80
Tomatoes, 3s	1 75	1 90
Tomatoes, gallons	6 00	7 82½
Peas, standards	1 40	1 50
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.		1 57½
Potatoes, Can. sweet, 2½-lb tins		2 75
Do., 2-lb. tins		1 35
Olives (in bls, 49 wine gals.), gal.		1 35
Specialties	Per gal.	
Olive oil (pure), 1 gal. tins		7 50
Do., ½ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00
Do., 200 tins (case)		33 00
Do., 12-10 lbs.		39 00

Salad oil (bbls. 50 gals.), gal.	2 50	
Olives, Queen, gal.	1 45	
Canned Fish—		
Salmon—		
“Clover Leaf,” ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	2 80
Do., ½-lb. flats	2 80	4 80
1 lb. talls, cases 4 doz., per doz.	4 50	2 00
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	2 25	2 75
Pinks, 1-lb. talls	2 60	1 87½
Pale, ½-lb., doz.		2 37½
Pale, 1 lb., doz.		1 62½
Pinks, ½-lb., doz.		3 75
Cohoos, 1-lb. talls		2 25
Cohoos, ½ lbs., flat		1 75
Herrings, kippers, dz. (4 dz. case)		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Labrador salmon, 1-lb. flat		3 60
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
100 (¼s)	22 00	20 00
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	6 90	7 00
Do., ¼-lb., doz.		6 00
Do., 1-lb. flats		7 00
Lobster paste, ½ lb. tins	3 25	3 40
Sardines (Amer. Norweg'n style)	14 50	
Sardines (gen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality, case)	7 00	16 50
Sardines, French		32 00
Scallops, 1-lb. doz.		3 25
Scotch Snack, No. 1, dz., Montreal		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)		6 75
Clams (river) (1 lb.), doz.		1 90

Beans Are Firm; Not Very Active

Montreal

BEANS.—Markets are still quite firm, and there is a seasonable, though small movement. The better grades are not so plentiful, some say, as the less valued varieties, and it is probable that many stocks will be reduced if export continues to develop.

Canadian, hand-picked, bush.	4 20	4 50
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese		4 50
Yellow Eyes		5 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.)		5 25
Peas (blue)	0 08	0 09
Barley (pot), per bag 98 lbs.		4 00
Barley, pearl, per bag 98 lbs.	5 00	5 50

Walnuts Scarcer; Peanuts Firming

Montreal.

NUTS.—Prices are steadily stiffening for best peanuts, and this is assigned to a very active demand from many different sources, and to the fact that southern growers are too busy, at the present time, to market their supplies. There is a reported scarcity of best grade walnuts in the shell. General tendencies are steadily firm.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 53	0 55
Almonds (Jordan)		0 70
Brazil nuts (new)	0 23	0 25
Brazil nuts (med.)	0 15	0 17
Fiberts (Sicily), per lb.	0 25	0 27
Fiberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17

Extras	0 12½	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans “paper shell,” extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 72½	0 80
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Best Rices Firm; Sales Are Made

Montreal

RICE, TAPIOCA.—Local markets are ruling with a real firmness of undertone, and there is no great surplus, some say, of the high-grade rices. The movement has continued active, and prices are likely to be maintained. Tapioca is unchanged, and in seasonable demand.

Ice Drips—Japan (per 100 lbs.)	11 25	
Carolina	13 00	13 50
Siam, No. 2		7 65
Siam (fancy)	10 50	11 00
Rangoon “B”		8 50
Rangoon CC		8 10
Mandarin		10 00
Pakling		9 00
Tapioca, per lb. (seed)		0 11½
Tapioca (pearl)		0 11½
Tapioca (flake)		0 11

Dried Fruit Not In Great Demand

Montreal.

DRIED FRUITS.—Excepting prunes, there is not a great deal of movement in dried fruits. The demand has been good for prunes, and while some are short of the various sizes, there is a fair distribution. There would seem to be a tendency to withhold the naming of prices for this season's delivery, until a later date.

Apricots—		
Choice	0 24	0 25
Slabs	0 22	0 23
Fancy		0 30
Apples (evaporated)	0 17	0 18½
Peaches (fancy)	0 22	0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 20	0 22½
Drained Peels (old)—		
Citron		0 46
Lemon		0 40
Orange	0 41	0 43
Drained Peels (new)—		
Lemon	0 40	0 41
Orange	0 42	0 43
Citron	0 47	0 48
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 ls. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Bulk, 25-lb. boxes, lb.		0 17½
Malaga, table box of 22 lbs., 3-crown cluster, \$8.75.		
crown, \$7.50; 6 crown cluster, \$7.00—		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Malaga Raisins		
Do., 5 cr.		2 25
Muscata, loose, 3-crown, lb.		
Do., 4 cr.		
Muscata, loose, 2-crown		
Do., 6 cr.		
Choice seeded, 12 oz.		0 10½
Fancy seeded, 16 oz. pkgs.	0 13½	0 16
Choice seeded, 16 oz. pkgs.	0 18	0 17
Seedless, 11 oz. package	0 11	0 11½
Do., 15 oz. pkg.	0 11	0 15
Do., bleached, 15 oz. (choice)		0 15
Do., (fancy)		0 16
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5		
Valencias, selected		0 11½
Valencias, 4-crown layers		0 11½
Sultanas (bleached) 50-lb. bxs	0 16	0 20
Currents, old pack., 15 oz.	0 29	0 31
Currents, Greek (bulk)		0 18

12 oz.	0 16 1/2
50-lb. boxes, loose	0 20 0 23
15 oz. pkgs	0 20 1/2 0 23
Pkgs. 8 oz. (20 pkgs.)	2 00 2 00
Pkgs. 6 oz. (50 pkgs.)	3 00 4 75
Pkgs. 4 oz. (70 pkgs.)	3 70 5 00
Muscataela, 4-crown, lb.	0 13
80 lb. Ainslia	0 23
12 oz.	0 26
Do., new	0 33
Cal. currants (loose)	0 18 0 22
Cal. "Currants," 15 oz. pkgs	0 20 0 22
Dates, Excelsior, per case (86-10s)	7 00
Do., Dromedary (36-10 oz.)	3 00-3 50-3 64
Packages only, Excelsior	0 20
Packages only	0 19 0 20
Do., Dromedary	0 22
Figs (layer), 10-lb. boxes	2 60 3 00
Figs, white (70 4-oz. bxs)	5 40
Do., (28 8-oz. bxs)	3 50
Do., (12 10-oz. bxs)	2 20
Figs (cooking), 50-lb. boxes, lb.	0 16
Prunes—	
California (25-lb. boxes)—	
30-40s	0 22
40-50s	0 19 0 20
50-60s	0 19 0 22
60-70s	0 18 0 20
70-80s (25-lb. box)	0 18
80-90s	0 16 1/2
90-100s	0 14
50-lb. boxes, 80-90s	0 14 1/2
90-100s	0 13 0 14
70-80s	0 16 1/2 0 17
80-90s	0 15 1/2 0 16 1/2
90-100s	0 13 1/2 0 14
100-120s	0 10 1/2 0 11
Oregon—	
30-40s (25 lb.)	0 24
40-50s (50 lb.)	0 22
50-60s (50 lb.)	0 20
50-60s (25 lb.)	0 21
70-80s (25 lb.)	0 17 1/2

Ground Cloves Down; Spices Are Quiet

Montreal.
SPICES.—There is but a small sale for various spices, and markets are dull. Price changes are apparently imminent, and one jobber reduced his prices this week on ground cloves from 75c to 45c per lb.

Allspice	0 20 0 22
Cassia (pure)	0 32 0 35
Cinnamon—	
Rolls	0 35
Pure ground	0 35 0 40
Cloves	0 45 0 55
Cream of tartar (French pure)	0 75 0 80
American high test	0 80 0 85
Ginger	0 28 0 38
Ginger (Cochin or Jamaica)	0 30
Mace	0 80 1 00
Mixed spice	0 30 0 32
Nutmegs, whole	0 50 0 65
Do., ground	0 60 0 65
Pepper, black	0 38 0 40
Pepper, white	0 45
Pepper (Cayenne)	0 35 0 37
Pickling spice	0 25 0 27
Paprika	0 65 0 70
Turmeric	0 28 0 30
Tartaric acid, per lb. (crystals or powdered)	1 30
Cardamom seed, per lb., bulk	2 00
Carraway, Dutch, nominal	0 80 0 90
Cinnamon, China, lb.	0 30
Cinnamon, per lb.	0 35
Mustard seed, bulk	0 35 0 40
Celery seed, bulk (nominal)	0 85 0 90
Shredded cocconut, in pails	0 21 0 25
Pimento, whole	0 20 0 22

For spices packed in cartons add 8 1/2 cents a lb. and for spices packed in tin containers add 10 cents per lb.

Molasses Down 5c; Syrups Steady

Montreal.
MOLASSES, SYRUPS.—One jobber has named lower prices this week on molasses. This amounts to a reduction of five cents per gallon, and while others do not claim to have made reductions, they admit that there is an open market. This means that a more or less nominal basis is ruling here.

Syrups are holding at the advances of last week, and there is a fair, though limited amount of business.

Jorn Syrup—

Barrels, about 700 lbs.	0 07 3/4
Half bbls.	0 08
Kegs	0 08 1/4
2-lb. tins, 2 doz. in case, case	5 15
5-lb. tins, 1 doz. in case, case	5 75
10-lb. tins, 1/2 doz. in case, case	5 45
20-lb. tins, 1/4 doz. in case, case	5 40
2-gal. 25-lb. pails, each	2 45
3-gal. 38 1/2-lb. pails, each	3 65
5-gal. 65-lb. pails, each	5 90
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 65
5-lb. tins, 1 doz. in case, case	6 25
10-lb. tins, 1/2 doz. in case, case	5 95
20-lb. tins, 1/4 doz. in case, case	5 90
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 60
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 30

Prices for	
Island of Montreal	
Barbadoes Molasses—	
Puncheons	0 98 1 03
Barrels	1 01 1 06
Half barrels	1 03 1 08
Antigua Molasses—	
Puncheons	0 95
Barrels	0 98

Note.—Prices on molasses to outside points average about 3c per gallon less.

Maple Goods High; May Lower Later

Montreal.
MAPLE PRODUCTS, HONEY.—Latest reports from the sap-producing centres of Canada are to the effect that there is a fair, though not more than an average yield of maple sugar. This will mean, doubtless, that prices will rule high, and that there will be a tendency upon the part of the farmer to hold out for high returns.

Honey is steadily held, and sold on maintained basis here.

Maple Syrup—	
13 1/2-lb. tins (each)	\$2 10 \$2 25
10-lb. cans, 6 in case, per case	15 10
5-lb. cans, 12 in case, per case	17 10
2 1/2-lb. cans, 24 in case, per case	18 60
Maple Sugar (nominal), small lots	0 25
Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 25
In tins, 60 lbs.	0 25
30-lb pails	0 27
10-lb. pails	0 23
5-lb. pails	0 23
Honey—Buckwheat, tins or bbls.	0 22

Russia May Be A Tea Buyer

Montreal.
TEA.—All tendencies on best grades of tea are firm. It is stated that the first pickings of Japans will be very high, and there is likely to be a high price also for the later pickings. Russia, a large tea packer thinks, will be a factor in the situation a little later on, and if she begins to buy there will be an immense tonnage used there. All tendencies are of a firming nature. It is freely stated that the large stocks held in hand here, and elsewhere, have been much liquidated, and that there will now be a more extended buying by the retailers. The movement is very satisfactory, several dealers stated.

Pekoe, Souclongs, per lb.	0 45 0 47
Pekoes, per lb.	0 49 0 52
Orange Pekoes	0 53 0 55
Japan Teas—	
Choice	0 65 0 70
Early Picking	0 53 0 58
Javas—	
Pekoes	0 39 0 41
Orange Pekoes	0 44 0 47
Broken Orange Pekoes	0 41 0 43
Small lots	11 20

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

No Price Relief In Coffee Market

Montreal.
COFFEE, COCOA.—The week has not brought any further local change, excepting that the situation looks more difficult all the time, as far as supplies go. There is no willingness to purchase on the importer's part, and the retailer is also satisfied to buy as he can use the product. There is every indication of firmness ruling, and of higher prices still prevailing.

The cocoa market is quite steady and firm.

Bogotas, lb.	0 40 0 43
Jamaica, lb.	0 34 0 37
Maracaibo, lb.	0 35 0 37 1/2
Mocha (types)	0 38 0 42
Mexican, lb.	0 38 0 40
Rio, lb.	0 31 0 33
Santos, Bourbon, lb.	0 36 0 38
Santos, lb.	0 35 0 37
Cocoa—	
Bulk cocoa, 200-lb. bbls., lb.	0 22
Do., 100-lb. bbls., lb.	0 23
Do., 50-lb. cans, lb.	0 24

Cereals Unchanged; Should Be Higher

Montreal.
CEREALS.—While there has been no change of price on rolled oats and cornmeal this week, millers state that there is every justification of higher prices ruling. This is based on the strength of the grain markets, and with the quotations so high, selling is being conducted on a close marginal basis. The movement is very good, some state, while others report this light.

Self-raising Flour—	
3-lb. pkgs., doz.	2 25
5-lb. pkgs., doz.	5 00
Cornmeal, Gold Dust	4 75 5 00
Barley, pearl	5 25 6 00
Barley, pot., 98 lbs.	4 00
Barley (roasted)	7 50
Buckwheat flour, 98 lbs.	5 50 6 00
Cornflour, white	4 50 4 60
Rice flour	8 75 9 00
Hominy grits, 98 lbs.	5 75 6 50
Hominy, pearl, 98 lbs.	4 75 5 00
Graham flour	5 50 5 75
Oatmeal (standard-granulated and fine)	4 75 4 90
Oatmeal (packages) fine cut	5 70
Peas, Canadian, boiling, bush	4 00 5 50
Split peas (per 98 lbs.)	6 00 6 50
Roller oats, 90-lb. bags	4 25 4 40
Roller oats (family pack), case	5 60
Roller oats (small size), case	2 00
Oat Flakes (case 20 pkgs.)	5 10
Roller wheat (100-lb. bbls.)	7 10 8 00
Porridge Wheat—	
Packages, 36 in case	6 00
Packages, 20 in case (family pack.)	5 80
Rye flour (Can.), 98 lbs.	5 75 6 05 6 25
Tapioca flour, lb.	0 15 0 16

Flour Mills Busy; Markets Firmer

Montreal.
FLOURS.—The markets are quite firm, and there has been a good deal of activity upon the part of the mills. Taking care of domestic demand and of the export business that has come to hand is keeping the millers very busy, and mills are running on full schedule. Assurances are given, it is pointed out, that there will be a continued export of flour for some time, and on the basis of a favorable return to the mills. The undertone is very strong, and particularly on winter wheat flour, which, in some quarters, has again advanced.

Wheat Flours—

Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30

Feeds Very Active;

Prices Are Held

Montreal.

FEEDS.—The undertone of shorts and bran is a decidedly firm one. Offers have come in from the United States for supplies, and these are better, the mills state, than the ruling quotations here. The mills have not entertained these outside offers, however, to any extent, as the local demand has kept up. Grass has not grown well, owing to the cold and backward weather, and the farmers and dairymen are, therefore, feeding extensively yet.

Shorts—	
Mixed cars	44 25
Bran—	
Mixed cars	42 25
Crushed oats	54 00 60 00
Barley chop	50 00 58 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	54 00
F.O.B. Fort William	50 00

Hay At \$36 Ton;

Oats Down; Barley Up

Montreal

HAY, OATS, BARLEY.—Prices have reached a high-water mark on hay. The supplies have been short, owing to the poor delivery from the country, roads still being in bad shape. There is a good demand, and the prices are likely to be high, while delivery is so light.

Oat prices have dropped slightly this week, while the prices on barley are moved up two to three cents per bushel.

Hay, Straw, Grain (wholesale prices in car lots)—	
Good No. 1, per 2,000-lb. ton.	\$36 00
Do., No. 2	35 00
Do., No. 3	33 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 87
No. 3 C.W.	0 84
Extra feed	0 84
No. 1 feed	0 83
No. 2 feed	0 79½
Barley—	
No. 3 extra	1 25
No. 3	1 24
No. 2	1 27

Note—These prices are at elevator and bags and bagging are not included.

Fewer Apples Here;

Lemons Are Up

Montreal

FRUITS.—There is an increasing shortage of good apples and several varieties are eliminated entirely this week. The market is taking supplies of the better grades at the high prices that are being asked, and there is apparently less variety in sight for the balance of the selling season.

Lemons are somewhat firmer this week, prices being marked up 25c per case to \$4.50. Strawberries are in active demand.

Apples—	Per Barrel
Ben Davis	9 00
Spies	12 00 14 00
Russets	9 00 10 00
Apples (in boxes)	5 75
Bananas (fancy large), bunch.	5 50 6 00
Cocconuts, sack	10 00 11 00
Grapefruit (fancy Porto Rico)	4 25 4 50
Lemons (California)	4 50

Pears, Cal., eating, small box	4 88
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50 5 00
Oranges, Cal. navels, 126	6 00
Do., 150	6 25
Do., 176	6 50
Do., 200-216	6 50
Tangerines, half boxes	4 75
Blood oranges	4 50
Pineapples (24s to 36s)	8 00 9 00
Strawberries (shorts)	0 20
Do., large	0 30 0 35

Tomatoes Higher;

Beans; Cukes Down

Montreal.

VEGETABLES.—Prices are lower on cucumbers, and the supplies coming to hand are much more profuse. Cabbage is up, in barrels, and the crate price is lower to \$9.50. Oyster plant, American parsley, sweet potatoes and New Brunswick potatoes are shaded below the quotations of last week. Tomatoes in crates are up to \$8.50 this week. Artichokes are available now at \$2 per bag. There is a fairly active market, but the cold weather tends to keep prices up.

Asparagus (doz.)	6 00 7 00
Artichokes, bag	2 00
Beans new string (American)	
basket	8 00 9 00
Beets, bag	1 00

Brussels Sprouts (Amer.)	0 40
Cucumbers, Boston (doz.)	2 00
Cucumbers, Florida (basket)	6 50
Chickory, doz.	3 00
Cauliflower (imported), doz.	5 50
Cabbage, bbl.	8 00
Cabbage, new, crate	9 50
Carrots, bag	2 00
Celery (Wash.), doz.	2 50
Celery, crates (3-4 doz.)	10 00
Egg plant	3 00 4 00
Horseradish, lb.	0 10
Lettuce (curly), box (3 doz.)	3 50
Do., (4 doz.)	4 25
Lettuce, Boston, box	4 25
Leeks	3 50
Mint	0 50
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	3 50
Onions, Can., bag (75 lbs.)	3 50
No. 1 Yellow (75 lbs.)	3 50
No. 1 Red (75 lbs.), crate	3 50
Red, 100 lbs., bag	5 00
Onion (Shallots), doz	1 50
Oyster Plant	0 75
Parsnips, bag	2 50
Parsley (Canadian)	0 75
Parsley (American)	1 50
Potatoes, Montreal (90-lb. bag)	2 00
Potatoes (New Brunswick), bag	2 25
Potatoes (sweet), hamper	4 00
Romain, doz.	3 00
Radishes, doz.	0 50
Rhubarb, doz.	1 50 2 00
Spinach, box	2 00
Spinach, bbls.	6 00
Turnips, per bag, Montreal	1 50
Turnips, Quebec	1 75
Tomatoes (hothouse), lb.	0 40
Tomatoes, crates (fancy)	8 50
Tomatoes (choice), crate	6 00

ONTARIO MARKETS

TORONTO, May 6—Market conditions are active during the past week, with no particular features as regards price changes. The markets are generally firm, with tendencies, however, upward.

Sugar is Unchanged

and Supplies Are Ample

Toronto.

SUGAR.—Quotations on sugar by all refineries are unchanged. The movement in sugar is a little slow at present, but dealers generally express the opinion that there will be no shortage this year. Supplies are plentiful just now. The strike in the Canada Refineries has interfered with shipments from this concern, but it is confidently expected that it will be settled shortly.

St. Lawrence, extra granulated	10 16
Acadia Sugar Refinery, extra granulated	10 16
Can. Sugar Refinery, extra granulated	10 16
Dom. Sugar Refinery, extra granulated	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Fancy Yellow Cornmeal

is Quoted Higher

Toronto.

CEREALS.—Fancy yellow cornmeal was quoted higher by dealers in cereals this week. The price now ruling is from \$5.25 to \$5.50. Other quotations are unchanged.

	Single	Bag	Lots
	F.o.b.	Toronto	
Barley, pearl, 98s	6 00	6 25	
Barley, pot, 98s	4 50	4 75	
Barley Flour, 98s		4 50	
Buckwheat Flour, 98s	7 25	8 00	
Cornmeal, Golden, 98s	4 75	4 90	

Do., fancy yellow, 98s	4 75	5 00
Corn Flour, white, 98s	4 60	4 85
Do., Government standard, 98s	4 25	
Hominy grits, 98s	5 25	
Hominy, pearl, 98s	5 00	
Oatmeal, 98s	4 55	
Oat Flour	4 50	
Rolled Oats, 90s	4 25	4 50
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.	8 00	
Linseed Meal, 98s	6 75	
Rye Flour, 98s	6 50	7 25
Peas, split, 98s	5 50	
Blue peas, lb.	0 10	

Above prices give range of quotations to the retail trade.

Corn Syrups Steady at Last Week's Advance

Toronto.

MOLASSES, SYRUPS.—Corn syrup this week is steady at last week's advance of 30 cents in cases, and of half a cent per pound on bulk syrup. Prices on molasses and cane syrups are unchanged.

Corn Syrups—	
Barrels, about 700 lbs., yellow.	
per lb.	\$0 07½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, ½ doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	6 55
Cases, 10-lb. tins, yellow, ½ doz. in case	5 45
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10 1 15
Choice Barbadoes, barrels	1 00

West India, bbls., gal.	0 44	
West India, No. 10, kegs	6 50	
West India, No. 5, kegs	3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90	
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	5 20	
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20	
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Potato Flour is Now Selling Lower

Toronto.

PACKAGE GOODS—The only change this week in quotations on package goods is that on potato flour in one pound packages, which are now selling at 16 cents, a decline of four cents on the previous quotation.

PACKAGE GOODS		
Rollod Oats, 20s round, case	\$5 60	
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case	4 00	
Do., Do., 18s, case	2 00	
Corn Flakes, 36s case	4 00	4 25
Shredded Wheat, 36s, regular, case	4 50	
Porridge Wheat, 36s, regular, case	6 00	
Do., Do., 20s, family, case	5 80	
Cooker Package Peas, 36s, case	3 60	
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11	0 11½
Do., No. 2, lb. cartons	0 09¾	
Canada Laundry Starch	0 09½	
Laundry Starch, in 1-lb. cartons	0 11½	
Do., Do., in 6-lb. tin canisters	0 12¾	
Do., Do., in 6-lb. wood boxes	0 12¾	
Potato Flour, in 1-lb. pkgs.	0 16	

Best Quality Rices Are Reported Scarce

Toronto.

RICES—Good rices are reported scarce, but available supplies of the poorer qualities are ample. Quotations show no change from last week.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	11 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.	8 75	
Do., Simiu	11 00	
Do., Mujin, No. 1	10 50	
Do., Paking	10 00	
Tapioca, per lb.	0 11½	0 12
White Sago	0 11½	0 12

Shelled Almonds Are in Brisk Demand

Toronto.

NUTS—All quotations on nuts are very strong. There will now be scarcely any further supplies coming forward until fall. All goods for Canada are now either in transit or on spot. Walnuts are reported a little short. Shelled almonds are in good demand and shelled peanuts are firmer at from 17 to 18 cents. The shelled market is all very strong.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 30	
Cocanuts, Jamaica, sack	10 00	
Peanuts, Jumbo, roasted	0 16	0 18
Brazil nuts, lb.		
Shelled—		
Almonds, lb.	0 50	0 52
Filberts, lb.	0 44	0 46

Walnuts	0 75	0 80
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 75	0 80

Canadian Canned Corn Advances to \$2.35

Toronto.

CANNED GOODS—Canned goods are generally very scarce. In vegetables, tomatoes and corn have been pretty well cleaned up. Nothing is obtainable in big blocks. Good Canadian corn is quoted at \$2.35 in cases of two dozen. There is some very inferior American corn being offered around \$2 and \$2.10. Salmon is also a scarce article. All sockeye and reds are very hard to get, there being very little among the wholesalers. Some dealers are asking as high as \$5 for sockeye. In fruits, a few cases of raspberries were offered this week at \$4.25 per case. Some California peaches were also available around \$5.50.

Salmon—

Sockeye, 1s. doz.	4 00	4 75
Sockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoos, ½-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s. dozen	2 30	2 35
Lobsters, ½-lb. doz.	3 75	
Whale Steak, 1s flat, doz.	1 75	1 90
Filchards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—

Beets, 2s.	1 90	2 00
Tomatoes, 2s		1 92½
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, 2s, doz.		2 35
Pumpkins, 2½s	0 95	1 00
Spinach, 2s, doz.		2 80
Do., 2½s, doz.	2 52½	2 90
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s		2 27½
Pears, 2s	2 35	2 37½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, ½ oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Turkish Figs Will Soon Be Available Again

Toronto.

DRIED FRUITS—Evaporated apples are firmer this week. Dealers who have them are asking 20 cents per pound. All dried fruits are strong at unchanged prices. They are almost unobtainable. The announcement is made this week that Turkish figs will, in the course of a couple of months, be again on the market. There have been no Turkish figs during the war years. Dried peaches and prunes continue in small supply. Indications point to an early clean-up of these lines. Reports from primary mar-

kets would indicate that quotations on Thompson's seedless raisins will be high. The independent dealers in New York were quoting 12 cents per pound.

Apples, evaporated, Ontario	0 20	
Apricots, unpitted	0 16¾	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange		0 45½
Citron	0 47	
Currants—		
Grecian, per lb.	0 26	0 28
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90

Dates—

Excelsior, kgs., 3 doz. in case	7 00	
Dromedary dates, 3 doz. in case	8 00	

Figs—

Taps, lb.		
Malagas, lb.		
Comadre figs, mata, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 20s, case	3 25	
Cal., 10 oz., 12s, case	2 25	

Prunes—

30-40s, per lb.	0 25	
40-50s, per lb.	0 23½	
50-60s, per lb.	0 20	
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11½	0 12½
100-120s, per lb.	0 11½	

Peaches—

Standard, 25-lb. box, peeled	0 20	
Choice, 25-lb. box, peeled	0 23	
Fancy, 25-lb. boxes	0 24	
Practically peeled, 25-lb. boxes	0 22½	
Extra choice, 25-lb. box, peeled	0 26	

Raisins—

California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	0 17	
Seedless, 15-oz. packets	0 15½	0 16
Seeded, fancy, 1-lb. packets	0 14	
Seeded, 15 oz. packets	0 15	
Seedless, Thompson's, bulk	0 16	
Seedless, 16-oz. packets	0 15½	0 16
Do., Bakers, Thompson's, 50s	0 16	
1 Crown Muscatels, 25s	0 14	

Demand For Beans Continues Active

Toronto.

BEANS—There is a very active demand for beans at the present time. Supplies are plentiful and prices are unchanged.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$4 00	
Do., hand-picked	4 25	
Japanese Kotosashi, per bush.	4 50	
Rangoons, per bushel	3 00	
Limas, per lb.	0 11½	0 12

Quotations on Teas Show Variation

Toronto.

TEAS—The market for teas is very firm, although there is a variety of quotations among the various dealers, all of course being according to the quality of the tea offered. There appears to have been a surplus of Javas, and these have been offered down, the quotation being rather general around 40 cents per pound. Japan teas are likely to be dearer, the market for the same being just about to open. There have been no importations from China. Some Javas, of course, are bringing as high as 60 cents, and Ceylons where available from 45 to 65 cents per pound. Some dealers state that the lower grade teas are pretty well cleaned up.

Pekoe Souchongs	0 46	0 48
Pekoes	0 45	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 48	0 50

Second pickings	0 42	0 45
nyson Thirds, lb.	0 44	0 47
Do., Seconds	0 50	0 55
Do., sifted	0 50	0 52

Coffees on Primary Markets Are Stronger

Toronto.
COFFEE—Quotations on coffee at all primary points again show advances. A standard coffee such as Rio Seven, is quoted at 18½ and 19 cents at New York, which means delivered in Toronto and roasted here, 32 cents per pound. Santos are 37 cents per pound roasted, Toronto. The better grades of coffees, among wholesalers, are selling around 55 cents per pound. Indications are that the market will continue very strong.

Coffee—		
Java, Private Estate	\$....	\$0 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaibo, lb.	0 41	0 43
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica		0 50
Mocha, lb.	0 46	0 48
Mocha, Arabian, lb.		0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 41	0 42
Santos, Bourbon, lb.	0 41	0 42
Ceylon, Plantation, lb.		0 48
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Peppers Show a Downward Tendency

Toronto.
SPICES—There is a downward tendency in the market for spices. Peppers are quoted lower, black peppers being offered at 48 cents. Cream of tartar is easier to the extent of 5 cents per pound.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	0 65	0 80
Ginger	0 30	0 45
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 28	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	
Peppers, white	0 48	
Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s		0 55
Do., 64s		0 60
Mustard seed, whole	0 40	0 45
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric		0 30
Cream of Tartar—		
French, pure	0 75	0 80
American high test		...
2-oz. packages, doz.	2 00	
4-oz. packages, doz.	3 50	
8 oz. tins, doz.		0 75

Prices on Honey and Maple Syrup Unchanged

Toronto.
HONEY—There is no change in the market for honey. A shortage is reported in receipts of maple syrup. Prices are likely to be firmer on both honey and maple syrup.

Honey—		
Clover—		
10-lb. tins	0 25	
60-lb. tins		0 24
Buckwheat, 60-lb. tins, lb.		0 20
Comb. No. 1, fancy, doz.	5 75	4 25
Do., No. 2, doz.		3 00
Maple Syrup—		
8½-lb. tins, 10 to case, case	15 75	
Wine qt. tins, 24 to case, case	14 00	
Wine ½ gal. tins, 12 to case, case	14 00	
Wine 1 gal. tins, 6 to case, case	13 00	

Imperial 5 gal. cans, 1 to case	12 00
Maple Sugar—	
50 1-lb. blocks to case, lb.	0 27

Brisk Demand For Winter Flour

Toronto.
FLOUR—Some dealers are quoting Manitoba flour at \$10.85 per barrel in carload shipments, while Ontario winter wheat flour is offered at \$10.25. The latter is stronger, it being a little scarce in the face of a brisk demand.

FLOUR	
Government Standard, 74% Extraction.	
Manitoba Wheat Flour, in carload shipments, on track, bbl.	\$11 25
Ontario Winter Wheat Flour in carload shipments, track, bbl.	\$10 00

Shorts Have an Active Inquiry

Toronto.
MILLFEEDS—There is a very brisk demand for shorts at the present time. Offerings are freer now that the mills are operating at capacity.

	In carlots, track
Bran, per ton	44 00
Shorts, per ton	46 00

Ontario Potatoes Have Again Advanced

Toronto.
VEGETABLES—Ontario potatoes are steadily advancing in price. Dealers quoted them this week at from \$2.10 to \$2.25. Supplies are said to be small, and consignments are being brought in from the West. It is reported that shipments of Ontario potatoes to United States points have been rather heavy, resulting in a shortage for the domestic trade. Florida tomatoes, fancy, are bringing from \$7.50 to \$8.50. Hothouse tomatoes are offered at from 20 to 45 cents per pound. New potatoes from Florida, "Hastings," white stock No. 10, are now on the market. They are selling at from \$6 to \$10 according to grade. In bushel hampers they are offered at \$3.75. Domestic vegetables, with the exception of potatoes, are steady. All imported vegetables are big sellers. California cabbage are easier this week, at \$8.50 per crate.

Asparagus, Cal., 12 large bunches to case	\$7 00	\$7 50
Beets, bag		0 75
Cabbage, Cal., large crate	8 50	9 75
Cauliflower, Cal., per hamper		3 50
Do., Oregon, large flat crate, 10 to 18 heads		5 50
Celery, Florida, 3s to 6s, 8s	7 50	8 00

Carrots, bag		1 50
Do., Imported, hamper (3 doz. bunches)		3 50
Cucumbers, 2 doz. (imported)	5 00	
Do., Do., domestic		5 00
Boston hothouse cucumbers, doz.	2 50	2 75
Leamington hothouse cucumbers, 11-qt. basket	2 50	3 50
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case		4 50
Do., Do., Florida, 30 head to hamper		4 50
Do., leaf, doz.	0 30	0 35
Onions, Can., Yellow, 75-lb. bag	2 75	2 85
Do., Do., 100-lb. bag		4 25
Do., green Shallots, doz.		1 00
Do., Texas, crate		6 00
Parsnips, bag		0 75
Parsley, large bunches, doz.		1 00
Peppers, green, doz.	1 00	
Potatoes, Sweet, Louisiana, hamper		2 50
Potatoes, Ontario, bag	2 10	2 25
Spinach, hamper		2 50
Tomatoes, Florida, fancy, case	8 00	8 50
Do., Do., choice, case		7 50
Do., hothouse, No 1, per lb.	0 20	0 45

Pineapples Are Easier With Increased Supplies

Toronto.
FRUITS—Quotations on imported fruits show few changes as compared with the preceding week. Porto Rico pineapples are unchanged at from \$6.50 to \$7, but the price tendency on these is towards lower levels. Receipts are increasing. Strawberries from Louisiana, Arkansas and Tennessee are now arriving. The pints are selling at 23 cents and the quarts at from 40 to 45 cents. Grapefruit and lemons are unchanged and bananas, while continuing in good supply, are steady in price. There are still some Ontario Spys on the Toronto fruit market, at from \$11 to \$12 per barrel. Washington Winesaps, extra fancy, are selling at \$6 per box.

Apples—		
Do., Winesaps, box		\$6 00
Do., in barrels.	No. 1	No. 2
Spys	12 00	11 00
Bananas, per lb.	0 07	0 07½
Grapefruit—		
Florida 54s		5 75
Cuban, 46s		4 75
Do., 54s		5 00
California, seedless, 64s		6 50
Do., Do., 80s, 100s		7 00
Oranges—		
California navels, 100s		5 00
Do., 126s		5 75
Do., 150s		6 25
Do., 176s		6 75
Do., 200s, 216s, 250s		7 25
Valencias		
150s, 176s, 200s, 216s, 250s		6 75
288s		6 25
324s		5 50
Lemons, Cal., 300s, case		5 00
Pineapples—		
Porto Rico, 24s, 30s, case	6 50	6 75
Do., 36s, case		6 75
Strawberries, pints	0 23	
Do., quarts	0 40	0 45
Rhubarb, doz. bunches	1 50	

WINNIPEG MARKETS

WINNIPEG, May 7—Coffee prices continue to advance, this week showing another cent a pound increase all round. There is a very firm feeling in the dried fruit market, and it is confidently expected that both prunes and dried apples will show further advance. Rice, too, shows a very firm feeling, but tapioca is somewhat easier.

Further Advance In Coffee

Winnipeg.
COFFEE—In keeping with the higher market on coffee an advance of 1c per

pound has been made this week. The market is steadily advancing as the signing of peace becomes more definite.

Green Coffee—		
Rio, No. 7	0 26	0 28
Santos, fine old crop	0 30	0 32
Bourbon		0 30

Mexican	0 85
Bogota A	0 35
Costa Rica	0 39

Prunes and Apples Will Go Higher

Winnipeg.

DRIED FRUITS.—The new prices on dried fruits are very high, especially on prunes, apricots and peaches, and some dealers are of the opinion that if present quotations are held, very small quantities of these fruits will come on this market. As far as futures are concerned the situation is very unstable. The opinion is quite general that in sixty days' time prunes and evaporated apples will be worth a lot more money than to-day. Stocks of apricots are getting down pretty low with local jobbers. There are no seedless raisins to be had, owing to the rain damage to this crop.

Prunes—		
40-50s, 25-lb. boxes, per lb.	0 20	0 22
50-60s, 25-lb. boxes, per lb.		0 19½
60-70s, 25-lb. boxes, per lb.		0 19
70-80s, 10-lb. boxes, per lb.		0 18½
80-90s, 25-lb. boxes, per lb.		0 17
70-80s, 25-lb. boxes, per lb.		0 17½
Pears, choice, 10-lb. boxes, faced lb.		0 25
Evaporated Apples, Ontario, 50s.	0 21	0 22
Peaches, choice, 25-lb. boxes	0 23	0 26
Apricots, choice, 25-lb. boxes		0 25
Do., standard, 25-lb. boxes		0 24
Raisins—		
Muscadels—		
1 Crown, 25-lb. boxes		0 13½
Seeded—Bulk, 25-lb. boxes		0 12½

Nuts Very Firm; Slow Movement

Winnipeg.

NUTS.—All lines of nuts are very firm in primary markets. There is not much movement in this market at present, though it is expected this condition will not exist very long. Jumbo peanuts from Virginia, which have not been much in evidence recently, are soon expected on this market.

Rice Very Firm; Tapioca Easier

Winnipeg.

RICE.—The market for better quality rice promises to be very firm. Japan is said to be on rice rations and there is therefore no exportation from that country. Ordinarily, Japan exports large quantities of rice and imports Korean rice to take its place. For this reason the better grades of rice will not be plentiful. Tapioca prices are a little easier this week.

Rice—		
Extra fancy, Japan, 100-lb. bags	0 13½	
Fancy Japan, 100-lb. bags	0 12½	
Siam, 100-lb. bags	0 08½	
Tapioca, lb.	0 11½	
Sago, lb., in sacks	0 10½	
Less quantities	0 10½	

Plenty of Feeds; Fair Demand

Winnipeg.

FLOUR, FEEDS, CEREALS.—Most Western mills are continuing operations on export orders. An abundance of bran and shorts is therefore assured for some time. The demand is reported to be not quite so good this week.

Government Standard Flour—	
Cash earload prices	\$10 40

To flour and feed men	10 40
To bakers	10 20
To storekeepers paying cash or 30 days, ton lots	10 60
Do., less than ton lots	10 70
Credit Prices—	
Manitoba points	10 50
Saskatchewan points	10 40
Cereals—	
Rolled oats, 80s	3 50
Rolled oats, pkgs., family size	5 65
Cornmeal, 98s	4 60
Oatmeal, 98s	4 75
Feeds—	
Bran, per ton	39 00
Shorts, per ton	43 00
Bran, B.C. and Vancouver Isld.	45 00
Shorts, B.C. and Vancouver Isld.	49 00
Barley—	
Pearl, Ontario, 98-lb. bags, per bag	6 30
Pot, 98-lb. bag, per bag	4 35

Bean Market Continues Firm

Winnipeg.

BEANS.—This market is steady at last week's quotations and is maintaining its firmness following the recent slump. Prices are unchanged at \$4.25 per bushel for fancy white beans.

Big Range in Jam Prices

Winnipeg.

JAMS.—A heavy consumption of jam continues. That some jobbers are holding heavy stocks of jam is indicated in the range of prices being asked, which vary from 7c to 8c per pail, according to the size of the stock on hand. A range of from 93c to \$1.00 is being quoted this week by various jobbers for the same size and brand of jam in pails.

Canned Goods Firm; Demand is Good

Winnipeg.

CANNED GOODS.—All lines of canned goods are very firm with the demand remaining good, though the trade will do well to watch the quality of canned vegetables, as some poor quality tomatoes, corn and peas are being offered at cut prices. The consumption of canned fruits is particularly heavy. Canned pilchards are being favored in place of better quality salmon, as at present only the cheaper grades of salmon are offered.

Corn—		
2s		\$4 45
Peas—		
Standard, 24 x 2's	3 25	
Tomatoes—		
2½s, Can.	3 80	3 95
Peaches—		
Heavy Syrup, 24 x 2s	5 80	
Pears—		
Light syrup, 24 x 2s	3 90	
Plums—		
Lombard, light syrup, 24 x 2s	3 70	
Lombard, heavy syrup, 24 x 2's	3 80	
Strawberries—		
2s	8 15	

Tea is Moving; No Reduction

Winnipeg.

TEA.—Tea stocks are moving more freely at present, owing to the fact that the large stocks held by dealers are now dwindling. The market in the East is very firm and indications are that there will be no reduction in price this year. Freight rates may yield a little, but the difference in the markets in the East will more than cover any reduction in

rates. Cheaper teas than the following can be had, but they are of very inferior quality and only sold from sample.

Tea—		
Souchongs	0 40	0 42
Pekoe	0 42	0 44
Broken Pekoe	0 44	0 48
Broken Orange Pekoe	0 48	0 50

Tomatoes Advance; Cabbage Scarce

Winnipeg.

VEGETABLES.—Florida tomatoes have advanced and dealers report that shipments are being received in very poor condition. New cabbage is becoming very scarce. Onions have also advanced this week, present quotations being 7½c per lb.

Cucumbers, doz.	3 75	4 00
Cabbage, Cal., new	0 10	
Cabbage, lb., local	0 03	
Beets, with heads on, hampers.	4 00	
Carrots, with heads, hampers.	4 00	
Head Lettuce (case)	4 50	5 50
Turnips, cwt.	2 00	
Onions, silvers and yellows, lb.	0 07½	
Radishes, doz.	0 30	
Parsley, imported, doz.	0 90	
Celery, Cal., case	13 00	15 00
Cauliflower, doz.	3 00	
Potatoes, 10-20 bush. lots, bush.	0 90	
Tomatoes, Florida	8 50	9 00
Onions, green, 10 doz. box	4 50	
Asparagus, 10 doz. box	6 50	

Rhubarb Declines; Grape Fruit Scarce

Winnipeg.

FRUITS.—Strawberries being received are none too good as regards quality. Some berries from Arkansas are being quoted at \$10.00 in 24 qt. baskets. Washington rhubarb has taken a further drop in price this week to \$3.25 per 40 lb. box. Apples are becoming very scarce and are advanced in price. Grapefruit is well cleaned up and higher prices are being asked.

Oranges,	7 00	8 00
Lemons, Cal.	5 00	7 00
Bananas, lb.	0 08½	0 09
Grapefruit, case	7 00	8 00
Strawberries, 24-qt. basket	10 00	
Rhubarb (Man. hothouse)	0 18	
Rhubarb (Washington) fresh, 40-lb. box	3 25	
Apples—		
Boxes	7 00	

CHANGES IN STAFF OF RICHARDS & BROWN, LTD.

Richard Howarth, who has been selling for Richards & Brown, Ltd., Winnipeg, in the territory of northern Manitoba, has been transferred to southern Manitoba, where he is well known. He has been succeeded in the north by Robert Alexander.

J. A. Kerr, who has been with Richards & Brown, Ltd., for a long time, and who has had charge of the city, has taken a territory for this firm. Jim is one of the best grocers in the trade, having spent all his life in it.

The friends of Joseph Ethier, alderman of Outremont, adjoining Montreal, and general manager of Laporte, Martin, Limitee, Montreal, will regret to learn of the loss of his wife. Mrs. Ethier passed away on Sunday last at her home in Outremont at the age of 51 years.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 6.—A slump in butter marks this week's changes in the grocery trade here. A decline of 10c per pound is registered in creamery at from 53c to 55c. Dairy is quoted at from 48c to 50c and tubs at from 46c to 58c. Eggs are also lower, fresh eggs selling at from 47c to 48c, and cases at from 41c to 43c per dozen. Ordinary cornmeal is higher at from \$3.70 to \$3.80. American clear pork is quoted at from \$56 to \$60. Canned tomatoes are offered at \$3.90. Bad roads has stimulated the price of tomatoes, quotations ruling at from \$3 to \$3.75. Lower prices are expected before long. There are no Canadian onions.

Flour, No. 1 patents, bbls., Man.	52	56
Cornmeal, gran., bags	5 75	6 00
Cornmeal, ordinary, bags	3 70	3 80
Rice, Siam, per 100	8 75	9 00
Molasses	0 88	0 99
Sugar—		
Standard, granulated	10 05	
No. 1, yellow	9 55	
Cheese, Ont., twins	0 31	0 31½
Eggs, fresh, doz.	0 47	0 48
Eggs, case	0 41	0 43
Breakfast bacon	0 38	0 40
Butter, creamery, per lb.	0 53	0 55
Butter, dairy, per lb.	0 48	0 50
Butter, tub	0 46	0 48
Margarine	0 33	0 35
Lard, pure, lb.		0 34
Lard, compound		0 28½
American clear pork	56 00	60 00
Beef, corned, lb.	4 90	
Tomatoes, 3s, standard, case	3 90	
Raspberries, 2s, Ont., case	8 80	
Peaches, 2s, standard case	6 00	
Corn, 2s, standard case	4 30	
Peas, standard case	2 90	
Apples, gal., N.B., doz.	4 00	
Strawberries, 2s, Ont., case	8 20	
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 19½	0 20
Peaches, per lb.		
Apricots, per lb.	0 24	0 25
Potatoes—		
Natives, per bbl.	3 00	3 75
Onions, Can., bag	4 00	4 25
Do., Bermuda, per crate		5 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 50	7 50
Grapefruit, case	8 00	10 00
Bananas, per lb.	0 08½	0 09½
Apples, box	6 00	6 50

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 6.—Never before has there been a season when egg prices on the Regina market so nearly approached those at Montreal and Vancouver. The egg market is very firm, jobbing

prices being 47c. This is due to the heavy export demand. Few are being stored. Everything is moving to Vancouver or Montreal markets. The butter market is reported to be gradually weakening. All fruits remain high in price. General groceries show practically no changes.

Beans, small white Japans, bu.	4 50	
Beans, Lima, per lb.	0 12½	
Rolled oats, boils	3 65	
Rice, Siam, cwt.	7 40	
Sago, lb.	0 12	
Tapioca, lb.	0 13	
Sugar, pure cane, gran., cwt.	10 99	
Cheese, No. 1 Ontario, large	0 30	
Butter, creamery	0 60	
Lard, pure, 3s, per case	19 45	
Bacon, lb.	0 47	
Eggs, new-laid	0 47	
Tomatoes, 3s, standard case	4 25	
Corn, 2s, standard case	4 85	
Peas, 2s, standard case	3 45	
Apples, gal., Ontario	2 85	
Apples, evaporated, per lb.	0 18½	
Strawberries, 2s, Ont., case	8 50	
Raspberries, 2s, Ont., case	8 70	
Peaches, 2s, Ontario, case	5 60	
Plums, 2s, case	4 00	
Salmon, finest Sockeye, tall, case		
Salmon, pink, tall, case	10 25	
Pork, American clear, per bbl.	41 00	
Onions, ton	59 00	
Potatoes, bushel	1 15	
Apples, Washington, box	2 90	3 00
Grapefruit	7 50	
California oranges	6 50	8 50
Pineapples	5 75	
Lemons	8 00	

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 6.—To-day's quotation in lard is \$20.70 on 3's. Mostly all cuts of bacon and some cuts of hams are 1c higher to-day. Eggs are \$13.50 and some packers are going ahead storing in some quarters. 34c is being asked for large Ontario cheese. Evaporated apples are 1c per pound higher. Crisco has advanced 70c a case. C. & S. coffee is now 50c for No. 1 grade. Choice evaporated peaches are 25 to 26 cents. Louisiana strawberries are now arriving in good quantities, pints selling at \$7 and quarts at \$13.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 60
Rice, China mat., No. 1	4 80	
Do., No. 2	3 95	
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large		0 34
Butter, creamery, lb.	0 59	0 60
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		20 70
Eggs, new-laid, local		13 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted	6 40	

Apples, evaporated, 50s, lb.	0 20	
Do., 25s, lb.	0 20½	
Apricots, evaporated, lb.	0 25	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s		0 14½
Do., 60-70s		0 21
Do., 40-50s		0 24
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, navels	6 00	7 75
Lemons, case	6 00	6 50
Grapefruit	7 50	8 50

WINNIPEG MARKETS

Continued from page 49

Fresh made creamery, No. 2	0 56
Margarine	0 31 0 34

Poultry in Local And Export Demand

Winnipeg.

POULTRY—Stocks of poultry are going into consumption in good quantities, both for local and export trade.

Whitefish Advances; Demand Improved

Winnipeg.

FISH.—An advance of ½c per lb. has been made on whitefish this week. Fresh salmon is coming forward in good quantity at 30c per lb. Large receipts of fresh halibut have also come on this market during the past week. The demand for fish is reported to be considerably improved. There are no further changes in sight at present, according to dealers.

LAKE FISH

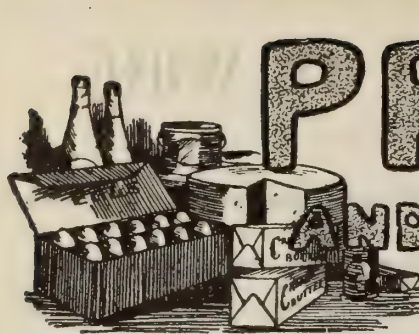
Whitefish (cleaned), lb.	0 12½
Whitefish (frozen), lb.	0 12½
Pickarel, lb.	0 13
Pickarel Fillet, lb.	0 35
Frozen Trout, lb.	0 16
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09½
Frozen Goldeye, lb.	0 07½
Sneekled Trout, lb.	0 35
Fresh Salmon	0 30

SEAFISH

Fresh Halibut	0 22
Frozen Halibut, lb.	0 20
Frozen Salmon, lb.	0 20

RETAILERS FORM WHOLESALE COMPANY

A new wholesale grocery company has been organized under the name of the York Trading Co. with offices at 107 Front St. E., Toronto. The president of the company is Robt. Dowson, retail grocer, 801 Danforth avenue, and the manager is James Vair. The shareholders include a number of retail grocers of Toronto. Further particulars will appear in next week's issue.



PRODUCE AND PROVISIONS

Strike Ties Up Toronto Packing Plants

Some 3,000 Men Walk Out on Monday of This Week, and City and District Faces Possibility of Grave Shortage—No Reserve Stocks to Meet Emergency

WITH the walkout of the employees of the various packing companies in Toronto, a serious situation arises.

For some time past it is known that business has been done in more or less of a hand-to-mouth manner. At present prices of livestock there was no inducement for packers to buy more than they could dispose of in a very short time. As a result the strike finds only a very limited supply of meats in storage. There are some stocks of beef that were destined for the export trade, but this is not sufficiently large to materially affect the situation.

Will Result in Shortage

The indications are, therefore, that if the strike lasts over two or three days that the city, and with it a large number of communities in various parts of the country that depend on Toronto packing plants for their supplies, will be entirely without meats of any kind. Just what effect these conditions will have on prices it is difficult to state at this early date, but if the strike lasts for any length of time it will certainly be a disturbing element on this market, as people will, perforce, have to turn to other foods to make up the possible deficit in meats.

A continuance would also quickly affect the live stock producer, and would result in a marked decline in prices for these products, and their probable diversion across the line.

Packers Still Buying

Though the strike became effective at 10 o'clock on Monday, there was yet some buying on the Union Stock Yards. The packers, while not eager to take offerings, were anxious to cover the shippers who had shipped in good faith, and as a result some thousand head were purchased after the strike was declared, many of these being shipped to Buffalo. This is hardly a condition that can continue however, and the only wise move is, of course, to delay shipments of live cattle and hogs to the Toronto market

until the conditions have righted themselves.

On Monday morning of this week, some 3,000 men from the various packing plants of Toronto walked out. There is some complaint on the part of the men in regard to the matter of pay, and some discussion as to the working hours. The real reason for the strike, however, seems to be the endeavor to force the packers to recognize their Union.

The Packers' Position

During the latter part of March there was a somewhat similar demonstration that did not get, however, as far as a strike. At that time the working hours were reduced from 56 hours a week to 48 hours, and the men were apparently satisfied. It was only temporary, however, and for some time past the present difficulty has been brewing.

F. P. Megan, of the William Davies Co., who has been chosen to represent the packers, issued the following statement last night:

"The packers have made every possible effort to avoid a strike. There is no reasonable grievance as to wages, hours of work or condition of labor. The packers make no discrimination against a man because he belongs to the union. On the other hand they refuse to discriminate against a man who in the exercise of his judgment decides not to join the union."

Mr. Megan continued: "Wages in the packing house are more favorable than in most other industries, provision is made for adjusting all grievances, increases have been made from time to time to meet the increased cost of living, hours of labor were reduced without any decrease in wages, and the packing houses are operated under Government supervision and accordingly must be sanitary."

The Men's Contention

The men, on the other hand, instance conditions that they claim must be rem-

edied, and point to instances of what they consider unjustifiable wage scales.

The Hon. Gideon Robertson, Minister of Labor, is to meet the strikers in Toronto on Wednesday, and it is hoped that some solution of the difficulties may be reached at this meeting.

It is possible that the strike may be a thing of the past before the CANADIAN GROCER is off the press, but there are no indications of any settlement at the time of going to press.

EUROPEAN MARKET FOR POULTRY

A French poultry expert, according to advices received by the Canadian Trade Commission, states that there is an urgent need in France for 3,000,000 breeding hens at present. It is estimated that egg and poultry production there in the last four years has decreased 50 per cent. Over 6,000 hens have been given by British traders to help the restoration work in Northern France.

Conditions in Poland are said to be such that hundreds of thousands of fowls are wanted, and British experts are advocating that the newer breeds be at once introduced into the devastated areas.

The Trade Commission suggests to poultry men and farmers a continuance of the greater production campaign of last year. The cheapening of feedstuffs is in their favor.

Canadian exports of eggs in 1918 roundly totalled 4,000,000 dozen, one-half the quantity exported sixteen years ago. Great Britain alone, before the war, imported 190,000,000 dozen annually.

ADVERTISED AT LAST

There was a man in our town,
And he was wondrous wise;
He knew that he could get along,
He would not advertise.
At last one day he advertised,
And thereby hangs a tale;
The ad was set in nonpareil
And headed, "Sheriff's Sale."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 6—Rather a quiet condition prevails this week in the Montreal produce markets, but there is some business of a satisfactory nature passing.

Changes of price are made in several lines, and the most important of these is that for butter, which has slumped materially, the price for choice creamery being 53c in prints. Few looked for so big a drop. It is possible there may be lower prices yet, for there will be a better and a freer movement from the farmers to the various markets. Hog prices are easier on the live only, and there may be lower prices soon on dressed. On the other hand, beef is ruling with a firmer undertone, but prices are unchanged. Lard is up again, and this follows the definite tendencies pointed out in CANADIAN GROCER last week. Margarine is steady and active. Cheese is somewhat easier in tone, but no actual changes are made. These may come in the near future when receipts improve from the factories. Eggs are up one to two cents. Poultry is firm and much is still exported. Fish markets are likely to decline, the receipts of supplies being larger.

Lower Hog Prices;

Beef Market Firm

Montreal

FRESH MEATS.—One outstanding feature of the week has been that of the easier feeling with regard to hogs. Prices lowered in this market to \$21 to \$21.50 per 100 pounds. This was the result of lower country point quotations, and the supply has also improved. Stock coming to this market is reported to be in good condition, and there is a fair supply. Dressed hogs still hold at \$30.50-\$31 per cwt. Fresh beef has been in firmer market this week, and while no actual advance has been made the undertone is stronger.

Hogs, live	21 00	21 50
Hogs, Dressed—		

Abattoir killed, small, 65-90 lbs.	30 50	31 00
Sows (heavy)		26 00
Hogs (country dressed)	28 00	29 00

Fresh Pork—

Leg of pork	0 36	
Leg of pork (trimmed)	0 37½	
Loins (trimmed)	0 41	
Tenderloins, lb.	0 46	0 48½
Spare ribs	0 24	
Trimmed shoulders	0 27	0 28

Fresh Beef—

(Steers and Heifers)		(Cows)	
\$0 27	\$0 32	Hind quarters.	\$0 27 \$0 30
0 15	0 20	Front quarters.	0 15 0 17
0 40	0 42	Loins	0 35 0 38
0 32	0 32	Ribs	0 29
0 16	0 16	Chucks	0 15
0 27	0 27	Hips	0 26
Calves (as to grade)	0 18	0 22	
Lambs—30-40 lbs. (whole carcass lb.)	0 34		
Sheep	0 20	0 26	

Ham Trade Fair;

At Held Prices

Montreal

CURED MEATS.—No changes have been made in the price of cured meats this week and there is a fair volume of business at the basis ruling. Cured hams are still very popular, and there is a good sale for bacon. Altogether the markets are steady and some look for a better trade movement in the near future.

Cured Meats—

Hams—

Medium, smoked, per lb.—		
(Weights) 8-12	\$0 40	
12-16	0 38	0 39
16-20	0 37	0 38
20-35	0 32½	0 34

Bacon—

Plain	0 43	0 48
Boneless, per lb.		0 52
Breakfast, per lb. (as to qual.)	0 44	0 48
Roll, per lb.		0 34

Dry Salt Meats—

Long clear bacon, ton lots	0 27	0 28
Long clear bacon, small lots ..	0 28	0 29
Fat backs, lb.		0 32

Barrel Pork—

Canadian short cut (bbl.)	55 00	
Clear fat backs (bbl.) (40-50 pieces)	63 00	67 50
Do. (30-40 pieces)	60 50	62 00
Short cut clear pork (bbl.) ..	54 00	57 00
Heavy mess pork (bbl.)	44 00	45 00
Bean pork (bbl.)	44 00	45 00

Cooked Ham Sells

On Same Basis

Montreal

COOKED MEATS.—With the exception of cooked ham there is very little new business other than that expected from week to week. Prices are maintained and there is no quotable change. Supplies are adequate to meet trade requirements.

Head Cheese	0 13	0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellied ox tongue ..		0 44
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 53
Hams, cooked	0 52	0 53
Shoulders, roast	0 44	0 48
Shoulders, boiled		0 44
Pork pies (doz.)		0 85

Lard at 35 Cents

Makes High Record

Montreal

LARD.—Last week CANADIAN GROCER said: "There is every reason to expect that brick price will be 35c within a few days." This prediction has been sustained, the quotations made by

the provision men this week being 35c for the one-pound bricks and the usual differentials obtaining for the various packages. The undertone is firm, under active demand.

LARD, pure—

Tierces, 400 lbs., per lb.	0 33½
Tubs, 50 lbs., per lb.	0 33¾
Pails, 20 lbs., per lb.	0 34
Bricks, 1 lb., per lb.	0 35

No Upward Trend

For Shortening

Montreal

SHORTENING.—There has been a steady business for this line, but little new has developed. Prices have not been changed, as with lard and at the quotations made a fair tonnage is passing out to the trade.

Tierces, 400 lbs., per lb.	0 26½
Tubs, 50 lbs.	0 26¾
Pails, 20 lbs., per lb.	0 27
Bricks, 1 lb., per lb.	0 29

Firm Basis Still

For Margarine

Montreal

MARGARINE.—A fairly large business has been done in margarine for the past several weeks. This is partly attributed to the high price basis reached for butter. Best grades are selling at 38 to 38½ cents for bricks of one pound, and there is likely to still continue a satisfactory demand from the consumer. Stocks are in good shape.

Margarine—

Prints, according to quality, lb.	0 35	0 38½
Tubs, according to quality, lb.		0 34½

Butter Descends

In Fast Order

Montreal

BUTTER.—Even those most sanguine in their belief that butter prices would come down, did not expect the decided slump that has been effected, the drop being from 14c to 15c per pound within the past two weeks. This condition is a direct result of large supplies from the country and of a decreased buying, it is said. Some expect that lower prices will be named in the near future. One jobber reports that price offers from the States make that a more profitable market to sell to at present.

Butter—

Creamery prints, fresh made ..	0 53
Creamery solids, fresh made ..	0 52
Dairy prints	0 48
Dairy, in tubs, choice	0 47

Cheese is Quiet;

New Not Plentiful

Montreal

CHEESE.—While many factories have opened up throughout the country it is noteworthy that receipts are not greatly improved. From now on there should be a big improvement, and if this comes about prices may be more favorable. There is a fair domestic trade and export will likely be larger as soon as the com-

mission makes announcement regarding the prices for the coming season.

Cheese—		
Large, per lb.	0 28	
Twins, per lb.	0 29	
Triplets, per lb.	0 30	
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.	0 30	

One Cent Advance Brings Eggs to 50c

Montreal.

EGGS.—While the receipts of new-laid eggs have been excellent, in fact larger than ever, prices are well maintained, and there was an advance to 50c per dozen. At this price the undertone is firm and there may be no very low prices if export demand and domestic consumption continue as at present. It is also pointed out that storage is now responsible for a considerable lot of eggs, the produce men putting away stock for future use.

Eggs—

New-laid	0 50
----------	------

Steady Selling Keeps Poultry Firm

Montreal

POULTRY.—Large export orders were filled last week, it is stated, for poultry. There is every indication of this business continuing to come forward, for the near future at least, and with the large shipments that are made prices are bound to be firm, while this drain on supplies continues. There is a good local demand. Receipts from the country are reported as only fair.

Chickens, roast (3-5 lbs.)	0 39	0 40
Chickens, roast (milk fed)	0 44	0 45
Broilers (3-4 lb. pr.)	0 44	0 47
Brome Lake	0 50	0 51
Young Domestic	0 43	0 44
Turkeys (old toms), lb.	0 50	
Turkeys (young)	0 50	
Geese	0 32	0 33
Old fowls (large)	0 38	
Old fowls (small)	0 34	

Fish Prices Here Tend to Lower

Montreal

FISH.—With the receipts of fish from the sea continually improving there is a strong tendency for prices to sag. There will be lower quotations, say the fish dealers, and favorable market quotations may be looked for. Fresh fish are also expected to come to hand soon from the rivers and lakes, but, as yet there is little movement from those sections.

FRESH FISH		
Carp—per lb.	0 08	0 09
Bullheads (dressed)	0 12	0 15
Gaspereaux—each	0 04½	
Haddock	0 07½	
Halibut, Eastern	0 24	0 25
Halibut (Western)	0 21	0 22
Steak Cod	0 10	
Market Cod	0 08	0 09
Flounders	0 07	0 08
Prawns	0 35	
Pike lb.	0 12	0 13
Live lobsters	0 35	
Salmon (B.C.) per lb., Red	0 29	0 30

FROZEN FISH		
Gaspereaux, each	0 06	
Halibut, large and chicken	0 20	0 21
Halibut, Western	0 22	0 23
Halibut, medium	0 22	0 23
Haddock	0 06½	
Mackerel	0 14	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08

Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.	6 00	
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl.		
200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	
Boneless cod (2-lb.)	0 23	

ONTARIO MARKETS

TORONTO, May 6—All pork products show further advances, in keeping with the sharp upward movement in the market for live hogs. The packers' strike this week is also tending to hold the market firm. Eggs are in plentiful supply now, and are being bought for storage purposes. Butter is weaker, and sharp declines have occurred.

Packers' Strike Has Bullish Effects

Toronto.

FRESH MEATS—Advances are again shown in quotations on fresh pork, the strong position of the market on live hogs being responsible. The fact too that over 3,000 packers in the Toronto abattoirs are on strike will also have a tendency to firm prices in all kinds of meat. At the close of last week veal was quoted easier and lamb was firm, with no change.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 50	\$29 00
Live, off cars, per cwt.	22 50	
Live, fed and watered, per cwt.	22 25	
Live, f.o.b., per cwt.	20 75	21 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 34	0 38
Loins of pork, lb.	0 40	0 41
Tenderloins, lb.	0 46	0 47
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 27	
New York shoulders, lb.	0 28	
Montreal shoulders, lb.	0 29	
Boston butts, lb.	0 33	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 19
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 38	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 22	0 25

Above prices subject to daily fluctuations of the market.

Further Advances on Hams and Bacon

Toronto.

PROVISIONS—The market in provisions is generally stronger, and new advances are registered this week on practically all lines. Ordinary breakfast bacon is quoted at from 43 to 45 cents. Should the packers strike be pro-

Shredded codfish (12-lb. box)	2 50
Dried codfish (100-lb. bbl.)	20 00
PICKLED FISH	
Herrings (Scotch cured), barrel	11 25 12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.)	26 00
Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16 0 17

OYSTERS

Cape Cod, per barrel	\$14 00
Batouche, per barrel	15 00
Scallops, gallon	4 00
Can No. 1 (Solids)	2 25
Can No. 3 (Solids)	6 50 7 25
Can No. 5 (Solids)	11 00
Can No. 1 (Selects)	2 50 3 00
Can No. 3 (Selects)	8 40

SUNDRIES

Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

longed, it is more than likely that further advances will be the result.

Hams—		
Medium	0 39	0 42
Large, per lb.	0 32	0 37
Bacon—		
Skinned, rib in	0 48	0 50
Boneless, per lb.	0 51	0 54
Breakfast, ordinary, per lb.		
Breakfast, fancy, per lb.	0 44	0 45
Roll, per lb.	0 32	0 35
Wiltshire (smoked sides), lb.	0 39	0 40
Dry Salt Meats—		
Long, clear bacon, av. 50-70 lb.	0 30	
Do., aver. 70-100 lbs.	0 28	
Fat backs, 16-20, lb.	0 29	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	54 00	56 00
Short cut backs, bbl., 100 lbs.	57 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	50 00	
Do., Do., Do., lightweight	60 00	

Price Tendency Higher On Cooked Meats

Toronto.

COOKED MEATS—Cooked meats continue their upward movement in prices. Roast hams are quoted as high as 57 cents, while the boiled range from 53 to 54 cents. Shoulders, roast, without dressing are bringing from 46 to 47 cents.

COOKED MEATS

Boiled hams, lb.	\$0 53	\$0 54
Hams, roast, without dressing, lb.	0 52	0 57
Shoulders, roast, without dressing, per lb.	0 46	0 47
Head Cheeses, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 24	0 25
Choice Jellied Ox Tongue, lb.	0 52	0 53
Pork and Tongue, lb.	0 34	

Above prices subject to daily fluctuations of the market.

Shortening is Half a Cent Higher

Toronto.

SHORTENING—An advance of a half to a cent per pound is shown on

quotations on shortening at from 27 to 28 cents per pound.

Shortening, tierces, 400 lbs., lb... \$0 27 \$0 28
In 60-lb. tubs, 1/4-1/2c per lb. higher than tierces;
pails, 1/2-3/4c higher than tierces, and 1-lb. prints,
1 1/2-1 3/4c higher than tierces.

Margarine Continues to Have Active Inquiry

Toronto.

MARGARINE—Prices on margarine show no change. There is a good demand for the same, although it is expected that the strike in the Toronto abattoirs may interfere materially with the output of margarine domestically manufactured.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 29
Solids, 1c per lb. less than prints.		

Sharp Declines in Butter Quotations

Toronto.

BUTTER—The wholesale butter market has developed weakness. Marked recessions are shown in quotations at the factories, and dealers' prices to the retail have declined from four to five cents as compared with a week ago. As the spring grows into summer, prices are expected to go even lower. The output is increasing, and the trade in an export way is not so heavy.

Butter—		
Creamery prints (fresh made).	0 55	0 56
Creamery solids (fresh made)...	0 53	0 55
Dairy prts, fresh separator, lb.	0 50	....
Dairy prints, No. 1, lb.	0 48	....

Lard Jumps to 35 Cents Per Pound

Toronto.

LARD—Dealers are quoting a higher price on lard this week, at from 34 to 35 cents per pound. This upward movement is in sympathy with the stronger tendencies in the market for live hogs.

Lard, tierces, 400 lbs., lb.	\$0 34	\$0 35
In 60-lb. tubs, 1/2c higher than tierces, pails 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Egg Receipts Are Heavy; Prices Are Unchanged

Toronto.

EGGS.—Receipts of eggs coming forward show considerable increase over those of a week ago. Wholesalers are buying them in the country at from 44 to 45 cents. Large quantities are being bought for storage. Prices to the retail trade are firm. New lays are selling at from 48 to 49 cents, and the new lays in cartons at from 50 to 53 cents. Very few eggs are being sold in cartons.

Eggs—		
New lays in cartons, doz.	0 50	0 52
New lays, doz.	0 48	0 49
Prices shown are subject to daily fluctuations of the market.		

Frozen Poultry Now Supplying the Trade

Toronto.

POULTRY—The demand for poultry is being met by cold storage supplies. There are no fresh supplies coming for-

ward. Quotations to the retail trade show no change as compared with a week ago. Fears are expressed that a scarcity may develop in the poultry market early in the summer.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducks, lb.	\$...-\$0 35	\$...-\$0 40
Turkeys, old, lb.	0 32-0 35	0 40-0 42
Do., young, lb.	0 32-0 35	0 45-0 48
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 33	0 35
Fowl, over 6 lbs., lb.	0 35-0 40	0 35
Fowl, under 4 lbs., lb.	0 28	0 30
Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26-0 32	0 35
Chickens, over 5 lbs., milk fed, lb.	0 28	0 38

Prices quoted to retail trade:		
		Dressed
Hens, heavy	\$0 35	\$0 37
Do., light	0 34	0 36
Chickens, spring	0 38	0 40
Ducks	0 40	0 42
Turkeys	0 47	0 50

Demand For Frozen Fish Has Fallen Off

Toronto.

FISH—Trade in fish is quiet compared with a fortnight ago. It is sort of between seasons, and the consumer has grown a little tired of frozen fish, and the demand for fresh fish has not taken on any great activity as yet. Fresh flounders are quoted this week, selling at from 7 to 10 cents per pound. There is no fresh halibut. Fresh lake trout have a fairly good sale at 20 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
Halibut, lb.	0 25	0 25
Flounders, lb.	0 07	0 10

FRESH FROZEN SEA FISH		
Cod Steak, lbs.	0 09	0 09

Do., market, lb.	0 05	0 07 1/4
Flat Fish, B.C., lb.	0 10	0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05 1/2	0 07
Haddock, lb.	0 07	0 07
Halibut, medium, lb.	0 22	0 23
Do., chicken, lb.	0 20	0 21
Do., large, lb.	0 21 1/2	0 22
Herring, lb.	0 06	0 07
Mackerel, lb.	0 11	0 11
Salmon, Cohoe, lb.	0 19	0 19
Do., Qualla, lb.	0 12 1/2	0 15
Do., Red Spring, lb.	0 23	0 24
Do., Gaspe, lb.	0 24	0 23
Smelts, No. 2, lb.	0 09	0 09
Do., No. 1, lb.	0 17	0 17
Do., Extra, lb.	0 25	0 25
Tomcods, lb.	0 07	0 07

FRESH LAKE FISH		
Lake herring, lb.	0 12	0 12
Trout, lb.	0 20	0 20
Whitefish, lb.	0 23	0 25

FROZEN LAKE FISH		
Herrings, Lake Superior	0 03	0 03
Do., Lake Erie, lb.	0 06	0 06 1/2
Mullets, lb.	0 07	0 08
Pickeral, lb.	0 14	0 15
Pike, round, lb.	0 07	0 08
Trout, lb.	0 17	0 18
Tulibees, lb.	0 09	0 10
Whitefish, lb.	0 11	0 11

New Large Cheese Sell at Lower Figure

Toronto.

CHEESE—The cheese market just now is rather unsettled. A decision as to whether the price will be controlled by the Government this season, as was the case the past two years, is being keenly awaited by both makers and the trade in general. There is now practically no old cheese on the market, the new cheese coming forward freely. New large cheese are quoted to the retail trade at from 28 1/2c to 29c.

Cheese—		
Old, large	\$0 34	\$0 35
New, large	0 28 1/2	0 29
Stilton (new)	0 30	0 31
Twins 1/2c lb. higher than large cheese. Triplets 1 1/2c higher than large cheese.		

WINNIPEG MARKETS

WINNIPEG, May 7—Hog prices show still further advances since last week, having reached \$21.25. Butter stocks are being rapidly cleaned up and there is a very firm feeling in the market. The same conditions prevail in regards to eggs. Poultry stocks are going into consumption rapidly.

Hogs Very Firm; Receipts Light

Winnipeg.

PROVISIONS.—Hog prices have advanced to \$21.25 this week, and the market is very firm. Receipts are very light. The United States markets have reached their highest point in the last week with an average price at Chicago of \$20.85.

Hams—		
Light, lb.	0 39	0 40
Medium, per lb.	0 38	0 38
Heavy, per lb.	0 32	0 36

Bacon—		
Breakfast, select, lb.	0 40	0 40
Backs	0 40	0 44

Dry Salt Meats—		
Long clear bacon, light	0 26	0 26
Backs	0 33	0 33

Barrelled Pork—		
Mess pork, bbl.	45 00	45 00

Lard, Pure—		
Prints	0 32	0 32
Cases, 5s	17 92	17 92
Cases, 3s	13 00	13 00
Tierces	0 29	0 29

Tubs, 50s, net	14 63	14 63
Pails, 20s, net	6 30	6 30

Cheese—		
Ontario, large fresh	0 29	0 29
Manitoba, large fresh	0 28	0 28

Eggs Have Firm Undertone

Winnipeg.

EGGS.—Though prices have remained steady in this market there is a firmer undertone this week. Prices are unchanged at 43 to 44 cents per dozen.

Butter Stocks Rapidly Cleaned Up

Winnipeg.

BUTTER.—Receipts of creamery butter are fairly light. All stocks are being rapidly cleaned up. The market is firm at unchanged quotations:

Butter—		
Fresh made creamery, No. 1, cartons	0 58	0 60

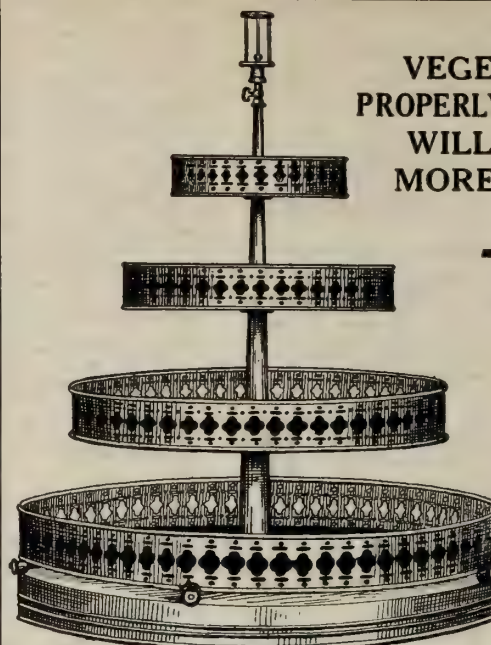
(Continued on page 45)

LARD

We think lard is a good purchase at present prices. Ask our salesmen for prices or come to us direct. We put it up in tierces, tubs, pails. 20-lb., 10-lb., 5-lb. and 3-lb. tins, also in one-pound cartons.

F. W. Fearman Co.
LIMITED
Hamilton, Canada

**VEGETABLES
PROPERLY DISPLAYED
WILL BRING
MORE TRADE**



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DISPLAY STAND and MIST MACHINE

Keeps Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

THE W. A. FREEMAN COMPANY, LIMITED
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Branches at TORONTO MONTREAL WINNIPEG



MODEL 375

Is specially suitable for the
Grocer or Provisioner.

Generous display and storage space equipped with adjustable shelves; door of overlapping type, panels in clean, white vitrolite; very easy on ice. Size 46 inches wide, 28 inches deep, 84 inches high, shipping weight 565 lbs. Capacity sufficient for the average store. Two larger stock sizes if desired.

More Necessary Than Your Till or Cash Register—

Get the right viewpoint on the refrigerator question. You wouldn't care to do without your till or cash register, yet you can do without proper refrigeration and display much less. An Arctic can often save you in the few months of summer more than the convenience and safety of a modern cash register the year through.

Why let the waste and sales-loss of former years be repeated again this summer. Get an Arctic, with its active, cold, DRY air circulation that not only keeps perishables fresh and saleable, but often improves the condition of goods. Write for catalogue to-day.

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JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 86 Crescent St., Montreal; Geo. Cameron, Sparter St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Are You Sure That Your Customers Are Satisfied?

You can be assured of this by supplying the well-known, the tried and true brands. "EASIFIRST" is one of these—a tried and proven success.

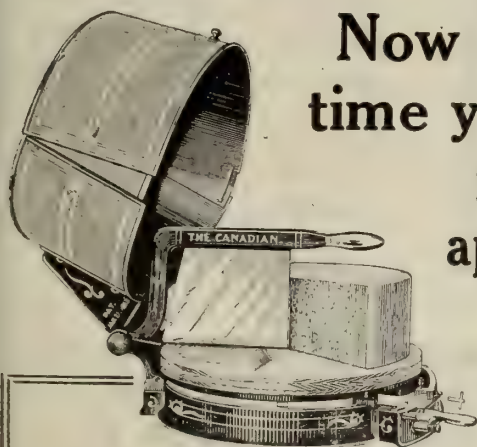
Your customers ask for "EASIFIRST" because it is always uniform; there is no uncertainty about results. "EASIFIRST" is a particularly good summer shortening because it is not easily affected by warm temperature.

THE MARKET IS STRONG.

Phone Junction 3400

GUNNS LIMITED

WEST TORONTO



The CANADIAN Open

Now is the
time you will
really
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it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in $\frac{1}{4}$, $\frac{1}{2}$ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$15.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.



Display and Recommend

this popular food product. It is to your advantage to do so, because your customers know that Heinz Baked Beans are wholesome and nutritious, appetizing, and above all—guaranteed to please. Money refunded if customer is not satisfied.

ALL HEINZ GOODS SOLD IN CANADA
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Have No Hesitation
in choosing
'Bluenose' Butter

it always opens up in excellent shape,
and its quality and flavor are remark-
ably fine. Taste "Bluenose" yourself!
Then you'll feel more enthusiastic about
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SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

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Safe Pack Waterproof Paper

Shippers should know about it

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell
branded, guaranteed
goods. That's why
you ought to sell
COSGRAVE'S
PURE MALT VIN-
EGAR.

*Attractively Labeled
Bottles--2 Sizes.*

RETAIL PRICES:

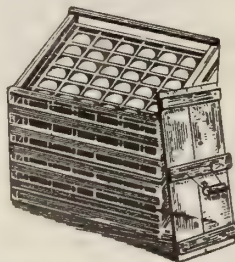
Large Bottle 25c. Small Bottle 15c.

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ASK YOUR JOBBER FOR IT

EGG CASE FILLERS and EXTRA FLATS

For
30 Doz.
Egg
Cases



And
12 Doz.
Egg
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The 12 Dozen Crate

THE MILLER BROS. CO., LTD. 20-38 Dowd St.
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Good Profits for you on our Bulk Teas

Bulk teas are our specialty. The quality
is there and the price is such as will give
you a decent margin of profit.

Ask for particulars.

Minto Bros.
TORONTO

Originally Established 1873



Our Goods come perfect to the consumer

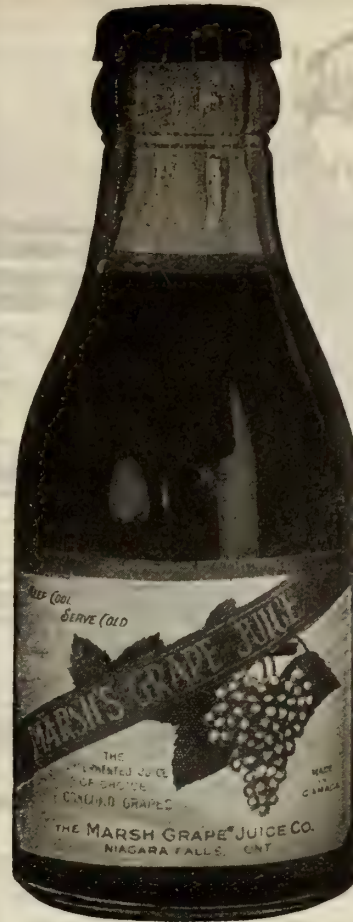
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the **Brunswick Brand Sea Foods**.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

If you are not already a Brunswick Brand dealer, order from this list:

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies
(Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams

CONNORS BROS., LIMITED
BLACK'S HARBOR, N. B.



Marsh's

To taste Marsh's Grape Juice is to like it.

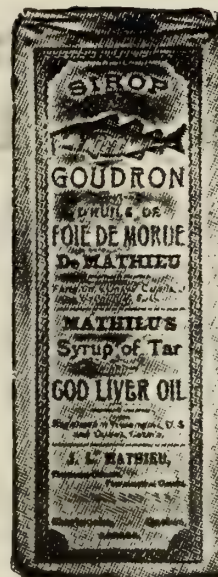
People who buy it once will buy it again and again.

It's up to you to recommend Marsh's with every grocery order and win new prestige and profits for your store.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

The MacLaren Imperial Cheese Co., Limited
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Are You Showing This?

**YOU'LL FIND
MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL**

as good a seller as you could wish to tie up to.

There is always a good demand for this Mathieu line. And a good profit, too. Try a small display.

J. L. Mathieu Co.

PROPRIETORS

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Every merchant needs accurate store records for two purposes

1. Every day he needs a complete, accurate record of his store transactions to successfully control his business.
2. He needs these same figures every time his banker or wholesaler calls on him for a financial statement.

He also needs them to know how much money he is making, and what it costs him to do business.

Every merchant can get a record of his store transactions in two ways—slowly by hand, or quickly and accurately by machinery.

A modern National Cash Register will give him accurate, unchangeable records.

It will classify, add, and certify. It will save him work and reduce his expenses.

No merchant should keep records by hand that can be kept so easily by machinery.

A post card will bring full information about how an up-to-date National will take the drudgery out of keeping store records.

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Toronto, Ont.

Offices in all the principal cities of the world

Keep Your Stock Spotless

THERE is no feature of your store service more important than the cleanliness of your merchandise. All customers prefer to trade with the cleanest store. You cannot keep dust out of your store, but you can effectively control it and keep it off your goods by using—

STANDARD Floor Dressing

When you use the old-fashioned duster you merely displace dust, whereas Imperial Standard Floor Dressing definitely *lays and holds* 90% of all atmospheric dust. Dust cannot rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing cleans and preserves the surface of wood, linoleum and oil cloth. A single gallon suffices for 500-700 square feet of space and lasts for several months. It may be applied with an ordinary floor sprayer.

Imperial Standard Floor Dressing will not only help you to keep a brighter and more attractive store, but it will also bring you a new source of business. Your store and stock will demonstrate to neighboring merchants its cleansing, dust-preventing qualities, and they will want some, too.

Imperial Standard Floor Dressing is sold in one and four-gallon cans, also half-barrels and barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

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(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Lowly, London"
Codes (Private): A. B. C. 4th and 5th Editions,
Western Union and Bentleys.

Direct Shippers



Portuguese Sardines, French Sardines, Norwegian Brising, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates

BRAND BUSREH

IN CARTONS. Cases each 60 nominal pounds



Turban Puddings

COMPLETE

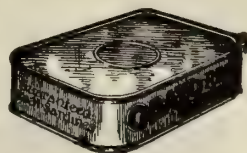


Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz and 18 oz. All with keys.

Special Quotations upon Application

Supply
All
Colors



Make More Sales

Carry the Complete Line

Sunset Soap Dyes

Twenty-two standard colors, including Black, Navy Blue and other dark colors. Sunset colors are fast and only one simple operation is necessary to clean thoroughly and dye all fabrics.

Sunset is a Real Dye, honestly and extensively advertised, and sure to please your best trade: all colors can be supplied immediately. The spring and summer demand will be heavy—due to the high cost of clothing of every sort. Be prepared—order a gross packed in an attractive counter display and let it make sales for you. Sunset selling at 15c pays you more profit than any other dye.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

Mount Vernon, N.Y.

Toronto, Canada

Sales Representatives for U.S. and Canada:

Harold F. Ritchie & Company, Ltd.
NEW YORK TORONTO

The Big Stores

have to handle things that sell quickly; that do not need recommendations on the part of their staff. They haven't time for that sort of thing; they are much too busy. And so it is that these busy stores of the country, handling flour, have found that

PURITY FLOUR

(Government Standard)

is a good one to use as a leader. They have proved by test that PURITY is the flour that customers will take and ask no questions.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, and St. John, N.B.

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 15 publications is as follows:—

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For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

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Made from the choicest

Sea Bloaters

Scotch Snack is a particularly delicious sea food and one that lovers of quality will thoroughly appreciate

Nothing more acceptable for picnics, camping, etc. Makes tasty sandwiches, salads and croquettes.

Packed in glass jars. And quality guaranteed.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"
"Brier"



Trade Mark
Registered



Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.



Superior Table Syrup

CANADA'S BEST

The Syrup with a delicious taste.
It is Superior in every respect as to

PURITY AND QUALITY

BAINES LIMITED - MONTREAL

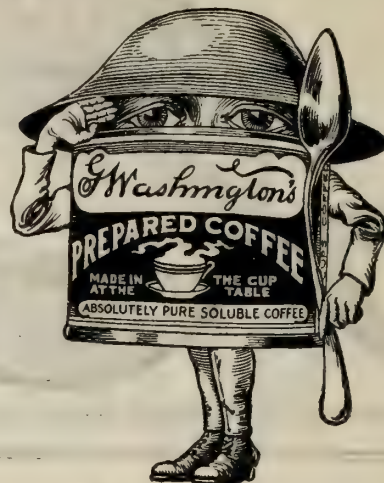
A. W. BARNUM, Winnipeg and Vancouver

"Doubtless"

There is no substitute for G. WASHINGTON'S COFFEE.

Way back yonder somebody said, "Doubtless, the Creator could have created a better berry than the strawberry, but doubtless he never did."

No one yet has made a soluble coffee equal to Mr. Washington's wonderful coffee.



G. WASHINGTON'S COFFEE WENT TO WAR

HOME AGAIN

On the Market since 1909

BETTER THAN EVER

At the Front since 1914

Never Sold Under Private Label

CANADIAN SALES AGENTS:

Grocers' Specialty Company, 167 William St., Montreal, Canada

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy. No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

If it's **BUSINESS** you want, Sir, H.P. Sauce will surely bring it along

H.P. is no shelf-warmer, it's no sooner on than it's off again—on again to good purpose, too, to your customers and to you.

Don't **TRY** to do without

H.P. SAUCE

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

CROWN



Screw Top

Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

PERFECT SEAL

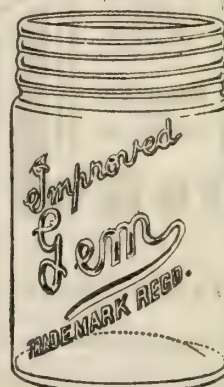


Lightning Fastener

The Names Are
Household Words
The Jars Household
Necessities

Dominion Glass Company, Limited

GEM



Screw Top

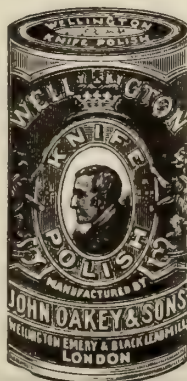
Secure Styles That
Reduce
Both Labour And
Cost

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

SIFTO SALT IT FLOWS BEST FOR TABLE USE

Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.



CENTURY SALT BEST FOR GENERAL USE

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

GROCCERS

ORDER YOUR STOCK OF

Champagne de Pomme NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your
wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.



QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Current, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/2's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62 1/2
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans.	\$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans	7 75
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EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	5 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans.	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—1/2s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—1/2s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.	
Boneless Turkey — 1/2s, \$5.90; 1s, \$9.00.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

The quality of
HOLBROOKS
Imported
**WORCESTERSHIRE
SAUCE**
is beyond question



Made and Bottled
in England

YOU can get behind
Holbrooks Imported
Worcestershire Sauce with all
the enthusiasm you
are capable of. It's
a winner from the
word go.

People who buy it
once will buy it
again. There's a delicate
piquancy—an
exquisite "zest"—to
every drop of Hol-
brooks that wins
approval from hard-
to-please-people.

And you'll ring up
a profit on every
Holbrooks Sale that
makes a continued
selling effort worth
while.

Holbrooks, Ltd.
Toronto and Vancouver

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

They are most
reliable goods
sold with a posi-
tive guarantee of
purity and su-
perior quality; put up in con-
formity with the Pure Food
laws; are readily sold, giv-
ing a quick turnover of
stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

COLLECTIONS

By a competent organi-
zation which is wide-
awake to the necessity
of having these leakages
stopped.

We can handle this pro-
position in a proper busi-
ness like manner and
guarantee satisfaction to
all concerned.

Nagle Mercantile Agency
Westmount, Montreal, Que.

**EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE**

SUMMER DRINKS

Made at home with
ADAMS' ROOT BEER
and
ADAMS' GINGER BEER



EASILY PREPARED AT SMALL COST

25c. bottles make 5 gallons and
15c. bottles make 2 gallons.

25c. sizes \$2.10 per dozen, \$24.00 per gross.
15c. sizes \$1.20 per dozen, \$14.00 per gross.

Manufactured and for sale by
PARKE & PARKE, LTD.
MacNab St. & Market Sq., Hamilton, Ont.

SUMORE

The Perfect Peanut

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

KEYSTONE BRAND

NUGGET BROOMS

When a customer asks for a "Nugget" Broom there must be a reason for remembering the name.

NUGGET BROOMS

are brooms of good reputation. A "just as good" line will not satisfy women, who know the merits of a "Nugget," and want a light, yet sturdy broom. The quick turnovers from "Nugget" Brooms will swell your income.

"Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes. Write for price and particulars to the makers of the famous Keystone line.

STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (ulk)—5s, 17c; 10s, 16c; 25s, 15c; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—½s, \$2.30.
Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—¼s, 75c; ½s, \$1.40.
Plum Pudding—½s, \$1.90; 1s, \$3.85.
Potted Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.0.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Devilled Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
Ox Tongue—1½s, \$14.50; 2s, \$19.70.
Lunch Tongue (in glass)—1s, \$9.90.
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Minicemest (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.40.
Ham (in glass)—¼s, \$2.40.
Tongue (in glass)—¼s, \$2.40.
Venison (in glass)—¼s, \$2.40.
Meats, Assorted (in glass)—\$2.45.
Chicken Breast (in glass)—½s, \$8.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins
D.S.F., ¼-lb. \$2 80
D.S.F., ½-lb. 5 30
D.S.F., 1-lb. 10 40
F.D., ¼-lb.

Per jar
Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal
KLIM

Hotel \$18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east of and including Fort William.
Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—

Boxes	Cents
40 lbs., Canada Laundry ...	.09½
40 lbs., 1-lb. pkg., Canada White or Acme Gloss....	.10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons ...	.10½
100-lb. kegs, No. 1 white ..	.10
200-lb. bbls., No. 1 white ..	.10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs. ....	.11½
48 lbs., Silver Gloss, in 6-lb. tin canisters .....	.13
36 lbs. Silver Gloss, in 6-lb. draw lid boxes .....	.13
100 lbs., kegs, Silver Gloss, large crystals .....	.11
40 lbs., Benson's Enamel, (cold water), per case....	3.25
Celluloid, 45 cartons, case..	4.50

Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared11½
40 lbs. Canada Pure or Challenge Corn09½
20-lb. Caseo Refined Potato Flour, 1-lb. pkgs.16
(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz.... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1 doz. in case \$4.00
2-lb. tins, 2 doz. in case.... 6.15
5-lb. tins, 1 doz. in case.... 5.75
10-lb. tins, 1 doz. in case.... 5.45
20-lb. tins, ¼ doz. in case.... 5.40
(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. \$0 07½
Half bbls., about 350 lbs. 0 08
¼ bbls., about 175 lbs. 0 08½
2-gal. wooden pails, 25 lbs. 2 45
3-gal. wooden pails, 38½ lbs. 3 65
5-gal. wooden pails, 65 lbs. 5 90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case.... \$5 65
5-lb. tins, 1 doz. in case.... 6 25
10-lb. tins, ½ doz. in case.. 5 95
20-lb. tins, ¼ doz. in case.. 5 90
(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

Toronto Prices
Pints, 2 doz., case..... 8 80
Quarts, 1 doz., case..... 8 00
Gallons, ½ doz., case 15 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.
Robinson's Patent Barley—Doz.
1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb. 4 00
½ lb. 2 00

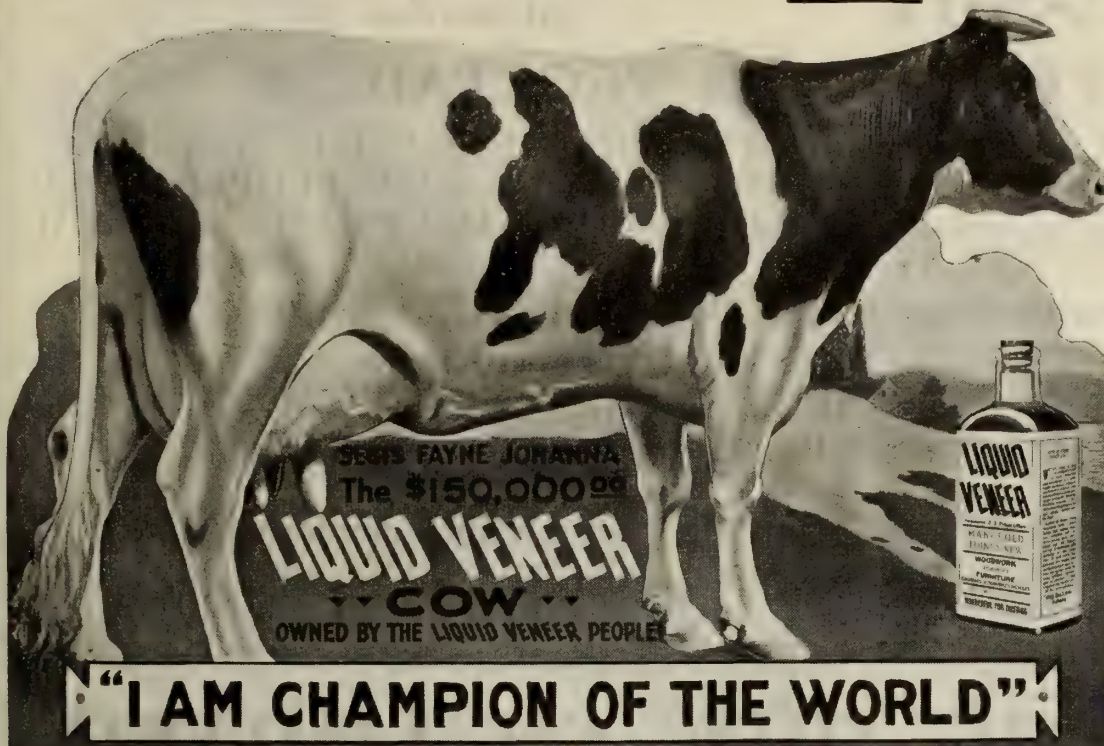
NUGGET POLISHES

Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1 15
Card Outfits, Black and Tan.. 4 15
Metal Outfits, Black and Tan.. 4 85
Creams, Black and Tan..... 1 25
White Cleaner 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRAND

Black Watch, 10s, lb. \$1 20
Bobs, 12s 1 00
Currency, 12s 1 00
Stag Bar, 9s, boxes, 6 lbs. 1 08
Pay Roll, thick bars 1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 12
Forest and Stream, tins, 9s, 2-lb. cartons 1 44

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This beautiful, colored, easel picture of the \$150,000 Liquid Veneer Cow attracts great attention and sells Liquid Veneer.

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MONSIEUR A. ESCOFFIER, the world-renowned Chef-de-Cuisine of the CARLTON HOTEL, LONDON, has prepared, specially for export to CANADA, a selection of his most exquisite Chef-d'oeuvres—SAUCES, SOUPS, PICKLES and CHUTNEYS—which have made his name supreme in culinary art amongst Royalty and discriminating epicures. Sauce Robert is one of them.

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For Fish and Meats: Escoffier Derby Sauce.

For all Viands: Escoffier Sauce Robert.

Escoffier Pickles.

Escoffier Chutney.

Escoffier Tomato Chutney.

For Sweets: Escoffier Sauce Melba.

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A.B.C. Code, 5th Edition.

F-R-E-S-H SPELLS THE SECRET OF SUCCESSFUL BUSINESS IN **FRUITS AND VEGETABLES**

A DISPLAY OF FINE, FRESH PRODUCTS OF THE BEST GARDENS AND GROVES WILL CREATE SALES. THE PEOPLE WANT FRESH VEGETABLES AND FRUITS, BUT THEY DEMAND THEM FRESH EVERY DAY.

Let Us Supply Your Needs. We Have Now ARRIVING DAILY
STRAWBERRIES:—TENNESSEE KLONDYKES.
ORANGES:—SWEET, JUICY CALIFORNIA VALENCIAS.
GRAPEFRUIT:—CALIFORNIA, IN HALF-CASES, BRIGHT AND JUICY.
PINEAPPLES:—THE VERY BEST CUBAN FRUIT NOW HERE.
TOMATOES:—FLORIDA WEST COAST, EXTRA FANCY.
TENNESSEE CABBAGE, FLORIDA NEW POTATOES IN BARRELS AND HAMPERS, CUCUMBERS, BEANS, BEETS.

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Branches: NORTH BAY

SUDBURY

COBALT

TIMMINS

TORONTO

TEAS

JAPANS. All advices from Japan state that market will be higher than last season.



We have in stock some of the finest qualities imported at the lowest prices prevailing last year.

**CEYLONS
AND
ASSAMS**

Some of the finest cup qualities in stock at lower prices than present import cost.



A postal card stating your requirements will bring samples and quotations by return mail.

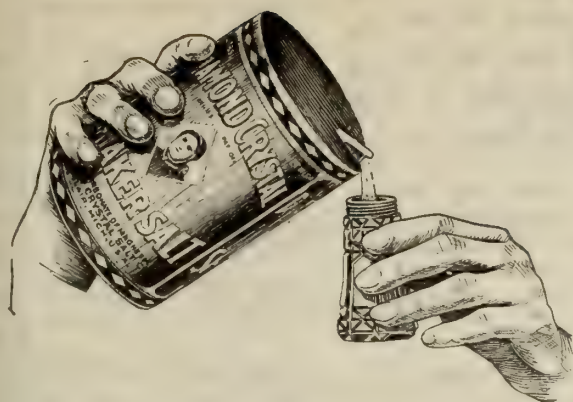
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Established 44 Years

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Montreal



SALT

Diamond Crystal Salt is easily the premier salt of America, if not of the world. The manufacturers of this Salt have perfected their product to such an extent that this make is now considered the standard, both for table and dairy use. If you have not handled it you are certainly missing a good one, for you can take any of their lines and we feel perfectly safe in saying they are all pre-eminent.

Diamond Crystal Table Salt is incomparable.

Diamond Crystal Dairy Salt will get better results for butter makers than any other kind.

Diamond Crystal Cooking Salt will make better bread than any other brand. This has all been proved by the most rigid tests everywhere.

Shaker Salt	-	case 2 doz.	-	2.35
Diamond Crystal Table		case 3 doz.	-	1.65
Bbls. Diamond Crystal	150	- 2s	-	7.25
Bbls. Diamond Crystal	75	- 4s	-	7.05
Bbls. Diamond Crystal	2s and 4s	asstd.	-	7.20
Bbls. Diamond Crystal	24	- 12s	-	6.95
Bbls. D. C. Flake	(for Bakers and Dairy use)	280 lb.	-	4.35



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WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE

British Manufacture

GELATINE

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EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for
those in your town?

*Ask your jobber for them or write for
samples and prices to*

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

OR

24-25 Fenchurch Street, London, England.

Forest and Stream, $\frac{1}{4}$ lb. $\frac{1}{4}$ lb.
and 1-lb. tins 1 50
Forest and Stream, 1-lb. glass
humidors 1 75
Master Workman, bars, 7s
3 $\frac{1}{2}$ lbs. 1 20
Derby, 9s, 4-lb. boxes 1 00
Old Virginia, 12s 1 50
Old Kentucky (bars), 8s,
boxes, 5 lbs. 1 25
WM. H. DUNN, LTD., Montreal
BABBITS
Soap Powder, case 100 pkgs. \$5 65
Cleanser, case 50 pkgs. 3 10
Cleanser (Kosher), cs. 50 pkgs. 3 10
Pure Lye, case of 4 doz. 6 95

JELL-O

Made in Canada

Assorted case, contains 4 doz. \$5 40
Lemon, 2 doz. 2 70
Orange, 2 doz. 2 70
Raspberry, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Chocolate, 2 doz. 2 70
Cherry, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Weight, 8 lbs. to case. Freight
rate second class

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz. \$2 70
Chocolate, 2 doz. 2 70
Vanilla, 2 doz. 2 70
Strawberry, 2 doz. 2 70
Lemon, 2 doz. 2 70
Unflavored, 2 doz. 2 70
Weight, 11 lbs. to case. Freight
rate second class

BLUE

Keen's Oxford, per lb. \$0 24
In cases 12—12 lb. boxes to
case 0 25

COCOA AND CHOCOLATE THE COWAN CO., LTD.

COCOA—

Perfection Cocoa, lbs., 1 & 2
doz. in box, per doz. \$4 50
Perfection, $\frac{1}{4}$ -lb. tins, doz. 2 45
Perfection, $\frac{1}{4}$ -lb. tins, doz. 1 35
Perfection, 10c size, doz. 0 95
Perfection, 5-lb. tins, per lb. 0 25
Supreme Breakfast Cocoa, $\frac{1}{4}$ -
lb. jars, 1 & 2 doz. in box,
doz. 2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box-
es, per lb. 0 36
Supreme Chocolate, 10c size,
2 doz. in box, per box ... 1 80
Perfection Chocolate, 10c size,
2 doz. in box, per box 1 80

SWEET CHOCOLATE— Per lb

Eagle Chocolate, $\frac{1}{4}$ lb., 6-lb.
boxes 0 32
Eagle Chocolate, $\frac{1}{2}$ lb., 6-lb.
boxes, 28 boxes in case 0 31
Diamond Chocolate, $\frac{1}{4}$ lb., 6 and
12-lb. boxes, 144 lbs., in case 0 32
Diamond Chocolate, 8s, 6 and
12-lb. boxes, 144 lbs. in case 0 33
Diamond Crown Chocolate,
28 cakes in box 1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30
boxes in case, per lb. 0 40
Milk Medallions, 5-lb. boxes
in case, per lb. 0 40
Chocolate Ginger, 5-lb. boxes,
30 boxes in case, per lb. ... 0 55
Crystallized Ginger, 5-lb. boxes,
30 boxes in case, per lb. 0 55

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60
boxes in case \$0 95
Almond Nut Bars, 24 in box,
50 boxes in case 0 95
Puffed Rice Bars, 24 in box,
50 boxes in case 0 95
Ginger Bars, 24 in box, 50
boxes in case 0 95
Fruit Bars, 24 in box, 50
boxes in case 0 95
Active Service Bars, 24 in box,
50 boxes in case 0 95
Victory Bar, 24 in box, 60
boxes in case 0 95
Queen's Dessert Bar, 24 in box,
50 boxes in case 0 95
Royal Milk Chocolate Bar,
24 in box, 50 boxes in case. 0 95
Royal Milk Cakes, 24 in box,
50 boxes in case 0 95
Maple Buds, 6c display boxes,
6c pyramid packages, 6c
glassine envelopes, 4 doz in
box 1 90

10c LINES

10c LINES

Maple Buds, 10c, 1 doz. in box,
50 boxes in case, per doz. \$0 95
Medallions, 10c, 1 doz. in box,
50 boxes in case, per doz. ... 0 95

A Request to Our Readers

You have often thought that some
friend or acquaintance would be in-
terested in articles which you have
read in CANADIAN GROCER. Obey
the impulse to pass a good thing
along.

It will be a pleasure to send sample
copies to your friends if you will send
us their names and addresses.

Daily Arrivals

**Strawberries
Asparagus
Pineapples
Cucumbers
Lettuce**

Send in your order.

WHITE & CO., LIMITED

Fancy Fruits and Vegetables

TORONTO

Canada Food Board License No. 277

PINEAPPLES

Finest quality, from Porto Rico, now coming along more freely.

TOMATOES

Repacked in our own warehouse and all waste greens and spots taken out. You get good, ripe fruit only. All ready to sell.

CALIFORNIA GRAPEFRUIT (SUNKIST)

Put up in boxes and half boxes (flats). Fine Quality—Bright—Smooth Skin.

THE HOUSE OF QUALITY

HUGH WALKER & SON

GUELPH, ONTARIO

Established 1861



Cow Brand Baking Soda

A general favorite with every discriminating housewife.

Quality has made it so and the service it gives confirms her in the belief that Cow Brand Baking Soda has no superior.

Church & Dwight, Ltd.
MONTREAL



Custard that compels custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

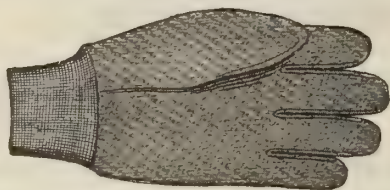
Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England.

Freemans
FOOD PRODUCTS
Watford

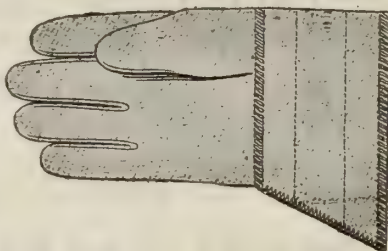
TAPATCO

REGISTERED BRAND TRADE MARK

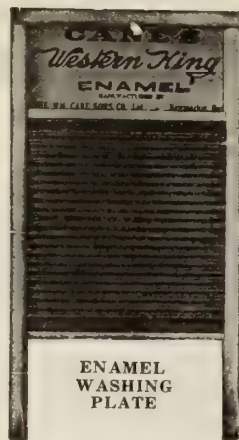


Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show a n assortment in your windows.



The American Pad and
Textile Company
Chatham, Ontario



She knows Cane's Washboards

You don't have to stop to explain to the housewife the merits of a "Cane" washboard. She knows from her own experience or her mother's that Cane's Washboards are the best she can buy.

All you do is hand over the wash board, tell her it's a "Cane" and collect your profit.

You should be able to show her these different Cane Washboards:

Diamond King—Glass rubbing plate.
Improved Globe—Zinc rubbing plate.
Original Globe—Extra heavy back with Zinc rubbing plate.

Western King—Enamel washing plate.

Your jobber will supply you with these best washboards as well as with Cane's Rails, Tubs, Clothes Pins and other woodenware.

The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

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BUYERS' MARKET GUIDE

Latest Editorial Market News



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CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



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Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
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WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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Beach 2170

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Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

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Manufacturers of

E. & P. Awnings and Tents

THE BEST IN THE LAND

Write for Price Lists and Measurement
Charts. Address

OTTAWA, CANADA

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

WHY PEANUTS ARE SOARING

One of the reasons assigned for the upward climb of peanut prices, as pointed out by a large Montreal dealer, is that of the larger demand from Europe for supplies. There was a good crop of these nuts last year, but the demand has been enormous. It was pointed out that one firm had recently disposed of 1,100 carloads of peanuts alone. Another reason given by those in touch with the situation in the South is that of the farmers being too busy with other necessary work, such as seeding operations, etc., to market the supplies they now have on hand. With so constant and insistent a demand from all points and in many markets, the natural result is a firming of markets.

With demand likely to continue active, with shipping still rather scarce, and with the markets of the world calling for supplies to replenish stocks, peanuts promise to rule with a strong undertone.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and Overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street,
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

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INSIDE and OUTSIDE LIGHTS OF ALL STYLES.

For Stores, Halls, Homes, Farms & Every Style of Building

SIX TIMES THE LIGHT · ONE THIRD THE COST

MANUFACTURERS R. M. Moore & Co. Ltd. VANCOUVER B.C.

Ship us your

BUTTER, EGGS, POULTRY
Etc.

We pay highest wholesale prices

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Bleury Street, Montreal

Phones :

Uptown 4620, Uptown 4621, After 7 p.m. Upton 198

TANGLEFOOT

The Non-Poisonous Fly Destroyer

The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks.

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—BUHR PEPPER MILL, THIRTY- inch stone. Buhr Coffee Mill, twelve-inch stone. Holmes & Blanchard Co., Boston, manufacturers. For particulars write G. E. Barbour Co., Ltd., St. John, N.B.

FOR SALE—WELL ESTABLISHED GROCERY business in a growing town, surrounded by good farming country. Will sell or rent building. Owner retiring on account of ill health. Apply Box 646, New Liskeard, Ont.

FOR SALE OR PARTNER—MORE CAPITAL needed. For particulars write H. Tomkinson, Grindrod, B.C.

FOR SALE—NO. 1 CHOICE YELLOW DUTCH Sets at 7 cents per lb. f.o.b. Hensall Station. Ton lots or over 6½ cents. Sacks at 10 cents each. Sample on request. J. Gascho & Son, general merchants, Zurich, Ont.

BRICK STORE FOR SALE—25' x 60', TWO storeys. Doing business for thirty years. Stock sold and moved away. Ideal location for general business, including hardware, flour and feed. Proprietor has retired. Apply E. Richards, Melbourne, Ont.

FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 500 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

**WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO**

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED—EXPERIENCED GROCERY CLERK, Ontario. State age, salary expected and references. 2 x 606, Canadian Grocer.

WANTED—A CAPABLE YOUNG MAN TO take charge of grocery department. Must have good experience, be clean cut, progressive and keen for business. Enclose copy of reference, state salary and when could come if accepted. Smith & Chapple, Limited, Chislehurst, Ont.

WANTED — MAN THOROUGHLY EXPERIENCED in the manufacture of chewing gum. Apply stating fully experience and salary desired to Box No. 2225, Post Office, St. James St., Montreal.

SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WANTED—YOUNG MAN, ENGLISH, MUST know some French, have some capital, knowledge and experience in modern (general) retailing and advertising to join limited company, small growing city, Province of Quebec; senior member retiring; excellent opportunity. Splendid future for right man. Reply Box 626, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED AT ONCE — MAN CLERK FOR general store, not less than two years' experience. State salary expected. Apply to A. M. McCormick & Son, Pelee Island.

WANTED — GENERAL STORE IN GOOD country town within fifty miles of Toronto. State terms. Box 624, Canadian Grocer, 143 University Ave., Toronto, Ont.

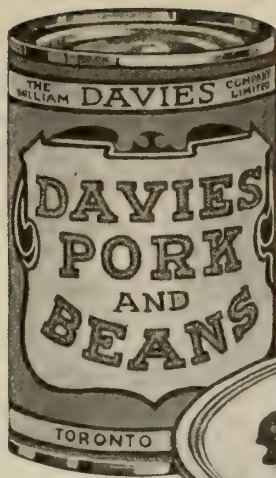
AGENCIES WANTED

TWO TRAVELLERS COVERING ALL IRE- land with splendid connections best class grocery and allied trades, salesmanship prize winners, will accept agencies for high class packed goods or other lines on commission. Reply Williams, "Dunedin," Park Road, Belfast, Ireland.

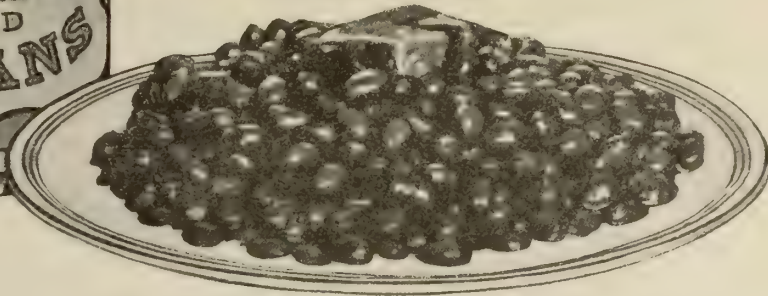
WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

*If you want anything
or have anything to
sell this paper will get
you results.*

*Plain or
with
Tomato
Sauce*



*A Live, Quick
Seller
for Your Store!*



Davies Pork and Beans

are in growing demand day by day, because

- they are well advertised*
- they are prepared from the very
finest hand-picked white beans*
- they are cooked to perfection*
- they are low in cost yet high in
food value*
- they are easily and quickly served*
- they are a delicious, nourishing,
wholesome food that EVERYBODY enjoys!*

Have You Placed Your Order Yet?

*Plain or
with Tomato
Sauce*

THE **DAVIES** COMPANY
WILLIAM LIMITED
TORONTO

*In Tins—
11 oz., 16 oz.
and 20 oz.*

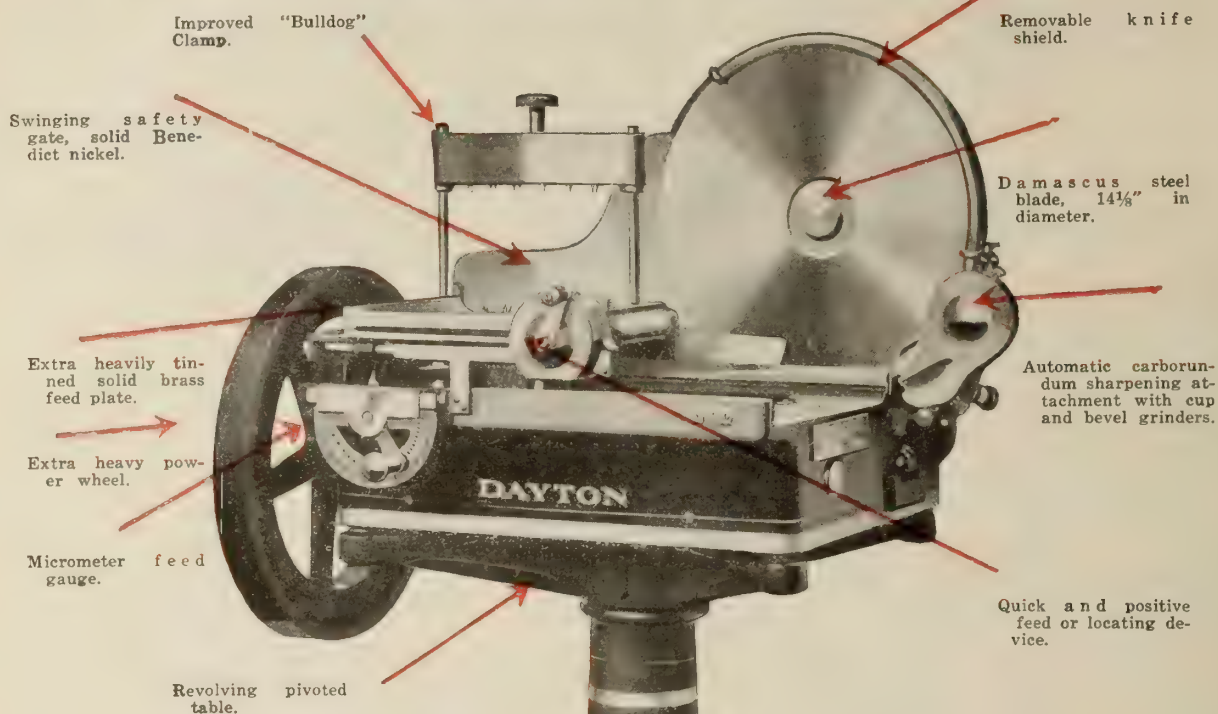
Montreal

Canada Food Board Packers' License No. 13-50

Hamilton

DAYTON SILENT SLICER

We challenge the world to show its equal!



Dayton Silent Slicer

Rear View

Slices in twenty varying degrees of thickness from $\frac{1}{64}$ of an inch to $\frac{1}{2}$ inch.

Compact, sturdy, handsome and graceful in appearance.

Dimensions: Width 27", depth 21", height $19\frac{3}{4}$ ". Sold with or without pedestal. Height of machine on pedestal, 54".

Standard finishes: Turquoise Blue or Maroon.

Finest "S.K.F." Ball Bearings used exclusively.

Sanitary Features

No crevices or seams to collect and retain scraps, grease, etc. Parts easily and quickly detachable.

*"If It's a Dayton,
It's Right!"*

Here is a machine that no man in the meat trade can afford to be without. Nor will he if he will take the trouble to study its many valuable and exclusive features. It means that you get every cent of profit that's coming to you. It will attract more meat trade to you. It means a square deal to the merchant. It means efficient service to the customer.

Write to-day for terms and prices. You need this Dayton product NOW.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

Frank E. Mutton,
Vice-Pres. and Gen'l. Mgr.

Division International Business Machines Co., also makers of International Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MAY 16, 1919

No. 20



For Summer Trade!

In our advertising we are developing the call for Corn Syrup, so as to make it one of your best summer sellers—

CROWN BRAND CORN SYRUP

For Candy making, a spread for bread, for use with Pancakes, Muffins, and so on.

Then when the preserving season opens, we will go strong on preserving with

LILY WHITE CORN SYRUP

You can recommend Lily White strongly for this purpose. Last year it took the place of sugar from necessity. This year it will be by choice.

Canada Starch Co.
LIMITED
Montreal, Que.

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

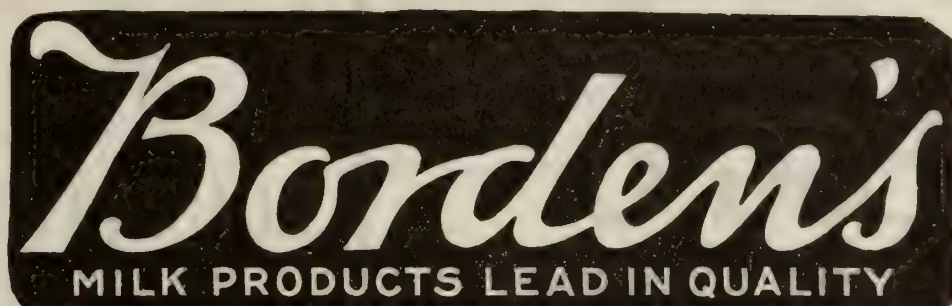
Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers

READING & LONDON
ENGLAND



You'll like their
selling value right
from the very first

And the customer satisfaction they create will react favorably on other lines you handle.

Summer displays of *Borden Milk Products* are always productive of excellent results. All manner of outing folk like Borden's because of the little trouble involved in their preparation.

Be sure your stock is ample to cover this holiday demand.



Borden Milk Co. Limited

"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Bldg., Vancouver

The Wonderful convenience of **EGG-O** Baking Powder

Have you ever wanted tea biscuits for supper, but felt that you couldn't have them because you were going out for the afternoon and wouldn't have time to mix the dough after you returned?

Why not use Egg-O Baking Powder and mix the dough before you go, putting the dough in a cool place until you return? Then put into the oven and you'll have beautiful, light biscuits. Try it.

When Egg-O is used, it improves your biscuits and cakes to allow the dough to stand. And it is a wonderful convenience!

Egg-O is a different and better baking powder

Egg-O Baking Powder Co., Limited
Hamilton, Canada



17

THIS
EDUCATIONAL
ADVERTISING
MEANS
MONEY
TO YOU

THE sales in Ontario alone in 1918 were 21 (twenty-one) times greater than in 1915. These tell their own story.

Ours is an efficient, dependable service.



Egg-O Baking Powder Company, Ltd.

HAMILTON

CANADA

CLARK'S PREPARED FOODS



Corned Beef

Roast Beef

English Brawn

Boneless Pigs Feet

Stewed Ox Tail

Stewed Kidneys

Cambridge Sausage

Geneva Sausage

Corned Beef Hash

Irish Stew

Lunch Tongue

Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans

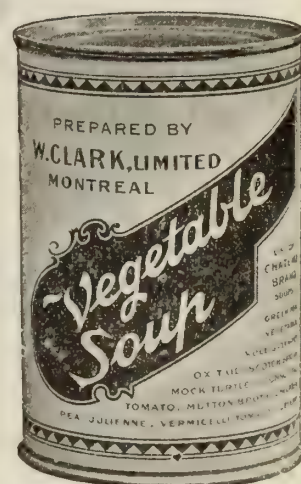
Clark's Concentrated Soups

Clark's Peanut Butter

Clark's Potted Meats

Clark's Canadian Boiled Dinner

Etc., Etc.



SELLERS ALL

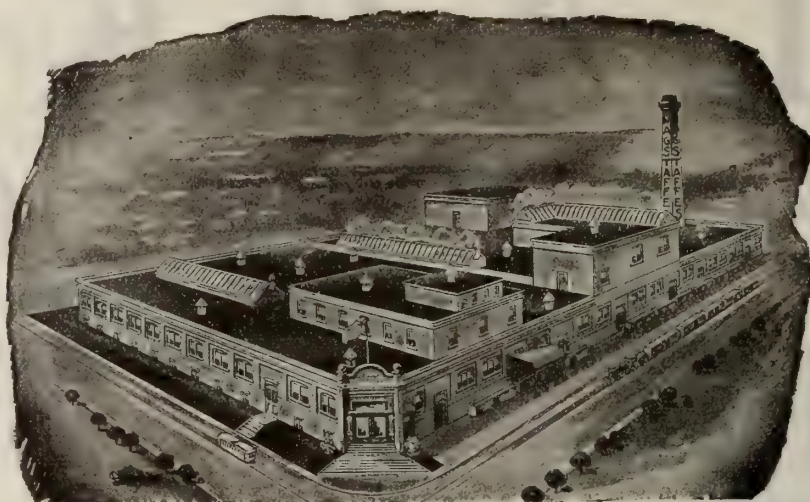
BUY NOW

W. Clark, Limited

Clark's

Montreal

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated May 16, 1919

Being No. 34 in the Series

PAPERS FOR ALL PURPOSES MADE BY THE E. B. EDDY CO.

EVEN if The E. B. Eddy Company's great factories were not producing paper for sale to the newspaper and book publishers, the makers of stationery, and all classes of paper users at home and abroad, the paper-making machines at The Eddy plant would not be idle.

The E. B. Eddy Company themselves are amongst the biggest users of paper in Canada. Every day seven tons at least of various kinds of paper are manufactured solely for the use of The Eddy Company. A very few moments in any department of the plant indicate to the visitor the importance of a continuous supply of paper. In the match factory the need is most noticeable, for you have only to look over your stock of Eddy Company matches to see that all the neat compact boxes holding the matches are made of strong, good paper.

Newsprint for newspapers, book papers for the publishers of novels, strong white writing papers, tough, tinted or white papers for account books and ledgers, all kinds of wrapping papers from the strongest to the finest, an immense variety of tissue papers, every kind and class of useful paper you have ever met with in fact can be and is being turned out by the versatile machinery of The E. B. Eddy plant at Hull.

When you watch the making of wrapping paper alone, and see how carefully every stage of its manufacture is watched to ensure cleanliness and perfection you readily realize that a waste of wrapping paper is a waste of more than merely paper. It is a waste of a great deal of care and skill, and time, and labor all of which have been devoted without stint in the Eddy plant to ensure value to the customer in the goods supplied. You realize this even with the commonest of wrapping papers, and the finer papers in process of manufacture still further emphasize the impression.



AN EXHIBIT OF E. B. EDDY COMPANY PAPERS

ON this float, on Labor Day, 1915, the employees of The E. B. Eddy Company's Paper Making Departments, paraded with samples of their many products. The centre piece of the float is the Eddystone Lighthouse, trade mark of the Eddy Company for newsprint. A big reel of Eddystone Newsprint supports the lighthouse. All around it and beside it there are sample rolls of many other kinds of Eddy Company papers, wrapping papers in the neat brown rolls with which you are so familiar, tissue papers, toilet papers, book papers, and many other varieties of strong and useful paper all made at the great plant at Hull.





The Sweetheart of the corn

Prove what we say with just one of the Golden Flakes in the Golden Package.

Ask your customers to make this convincing test of the new

Kellogg's DOMINION Corn Flakes

Eat just one of these gold-glinting, crisp, rich flakes, right from the package.

First they will get the flavor—the inimitable flavor with its lurking sweetness and gratifying appeal which tell of quality. Then they will get the taste—the rich full-rounded taste which tells them this is a food, rightly prepared. Then they will notice the texture—the realness of the flake. And afterwards there is a lingering memory of the flavor which will make them want more, because they have enjoyed the single flake.

That is why the new Kellogg's Dominion Corn Flakes are so wonderfully good with cream and sugar or with fruits.

Don't disappoint your customers with imitations. Remember "Kellogg's DOMINION"—the golden package is your further protection.

Every morning more than a million families eat Corn Flakes made by this NEW process.

MADE IN
TORONTO, CANADA

W. K. Kellogg
Cereal Company

Copyrighted in U.S.A and Canada, 1919.



*The Toilet
Soap that
everybody likes*

You'll find Palmolive an easy seller

Palmolive Soap is the most popular toilet soap on the market today.

It will sell with scarcely an effort on your part because your customers are "wise" to Palmolive goodness.

And when you begin selling it, your efforts in this direction will be strengthened by our widespread newspaper and bill-board advertising.

Start the good work today. Get a trial supply and see it sell.

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(911)

Pineapple Preserving Time

Cuban Pineapples
Carload lots arriving
daily, excellent quality.
Klondike Strawberries
Texas, Bermuda Onions
Fresh car Winesaps
Elephant Oranges
Cabbage, etc.

Send in your order early
for 24th of May require-
ments.

McBRIDE BROS.

House of Quality
35 Church St., Toronto



OLIVE BUTTER

Unquestionably appe-
tizingly popular.

A palatable product
prepared from Select-
ed Spices, Olives,
Pimento and Malt
Vinegar — the Very
Highest Grade Ob-
tainable.

Prominently displayed, Olive Butter will
prove itself a brisk seller.

HAVE A STOCK OF OLIVE BUTTER ON
HAND AND DISPLAY IT EVERY DAY.

Sold and Manufactured by

E. W. Jeffress, Limited
WALKERVILLE, ONT.



*For Gasoline,
Kerosene and
Other Oils*

Right Within Arm's Reach

Think what a convenience—Gasoline and Kerosene Pumps along side your finest display goods, ready for immediate delivery of these liquids in accurate quantities.

Just a step or two, the can placed on the pump nozzle, a quick turn of the handle and the sale is made. No trips to the oil room, no soiling of hands and clothes—no lost time. A pleasant operation both to you and to your customer.

That's what you can have by installing

BOWSER
ESTABLISHED 1885

Gasoline and Kerosene Pumps

As clean, convenient, safe and profitable as any line of goods you carry.

BOWSER outfits will make the oil business actually attract customers to your store.

Ask us to show you more reasons "why."

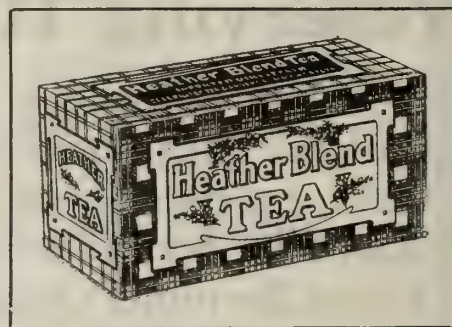
S. F. Bowser & Co., Inc. :- 66-68 Frazer Avenue
TORONTO, ONT.

Sales Offices in all Centers

Representatives Everywhere

This is the Tea
that we blend
and recommend

BLACKWOOD'S Heather Blend Tea



Selected from the choicest teas grown on the hill gardens of India and Ceylon, and blended by us in a way that enhances its richness and flavor—A tea to please the most critical tea lover.

Get a trial stock of Heather Blend Tea. Take a package home. Taste its quality and its strength. Realize the delicious aroma of it—then you'll feel like recommending it to every one of your customers.

BLACKWOODS LIMITED - Winnipeg, Canada

Wantmore

PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable. Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us.

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

SNOWCAP

PILCHARDS



Delectable
and
Dainty
Hand
Packed

BY

The Nootka
Packing Co., Ltd.

NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B.C.

A Palatable

Tonic Wine



Made from extract of beef and carefully selected Port Wine.

Dr. Chiron's Invalid Tonic

is as palatable and as exhilarating as the wines of former days. The only difference is the percentage of alcohol.

A clean, wholesome, blood-enriching home beverage that you can honestly recommend.

The Wholesale Grocery Trade handles it.

BROTMAN BROS.

Manufacturers

WINNIPEG.



EUREKA

REFRIGERATORS

are

Made in Canada

by

Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable

Built to last a Lifetime

Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Hamilton, Montreal

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Canada Food Board License No. 4-517.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**

PILCHARD

WHEN REQUIRED
NOT PLACE THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

EMPTY CONTENTS AS USUALLY OPENED

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

RICE

Wholesale houses are respectfully requested to enquire for prices on carloads of Siam and Japan Rice. Telegraphic messages sent "collect" will be accepted.

S. LOWRIE

825 Powell St.

Vancouver, B.C.

**Oranges
California Lemons
and Early Vegetables**

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

The Robert Gillespie Co. *Importers and Exporters*

323 Homer St., Vancouver
Live Salesmen covering Alberta and B.C.

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
560 CAMBIE ST. - - VANCOUVER

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

Interested in the B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Estd. 1905

R. G. Bedlington & Co., Ltd., Vancouver

Estd. 1905

are a firm of aggressive brokers that can give manufacturers satisfactory service. Drop a card for particulars.
IMPORTERS EXPORTERS

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

BLOATER
ANCHOVY
SARDINE
SALMON



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg. Winnipeg
We have the facilities for giving manu-
facturers first-class service.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents
WINNIPEG CANADA

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Calgary, Alta.
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA



CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does detail work.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding

Prompt Service

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN
Free and Bonded Storage
5 floors---60,000 sq. feet.

Macdonald & Adams Co.

Brokers and Manufacturers Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada

502 Avenue Building, Winnipeg

LET CANADIAN GROCER Sell It For You

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS
Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited
311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties
12 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.

TORONTO
Established 1885
SUGARS FRUITS

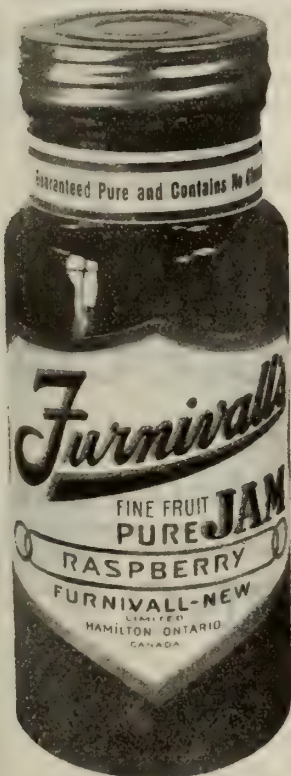
H. D. MARSHALL

Wholesale Grocery Broker
OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.



Furnivall's JAMS

Always measure up to the particular customer's ideal of what good jams should be.

If you're not already stocked, send along your Furnivall order to-day. Bigger jam sales will follow.

FURNIVALL-NEW,
Limited
Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Sell the Best.

"BETTER be sure than sorry."
OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26, Wellington Street, W., Toronto.

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B. C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

MARITIME PROVINCES

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

ATLANTIC MILLING CO., Limited P. CTOW, N.S.

Wholesale Grocers, Millers Agents

Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

WE WANT AGENCIES

For

Confectionery, Chocolates, Etc.

Best References

J. C. THOMPSON & CO.

GROCERY BROKERS MONTREAL

Mention This Paper When Writing
Advertisers.

MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

Genest, Genest, Limited,

Board of Trade
Building

Montreal

DO YOU NEED ANYTHING ?

If so, turn to page 72 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered



Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED

MONTREAL, QUEBEC

VICTORIA, B.C.



*Two All Sufficient Reasons
for Selling*

ROYAL ACADIA

- (1) It is so deliciously good, so pure and dependable that a trial will win the approval of every good housewife.
- (2) The profit on Royal Acadia is more than ordinarily attractive and worth going after.

Get your stocks in good order. Sold in 2 and 5-lb. cartons, 10, 20 and 100 lbs. bags, half-barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

CROWN



Screw Top

Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

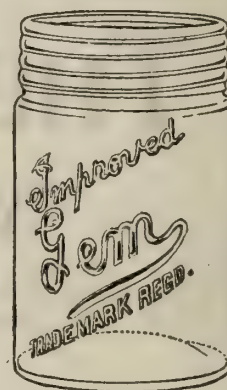
Extra Quality Rubber Ring in Each

PERFECT SEAL



Lightning Fastener

GEM

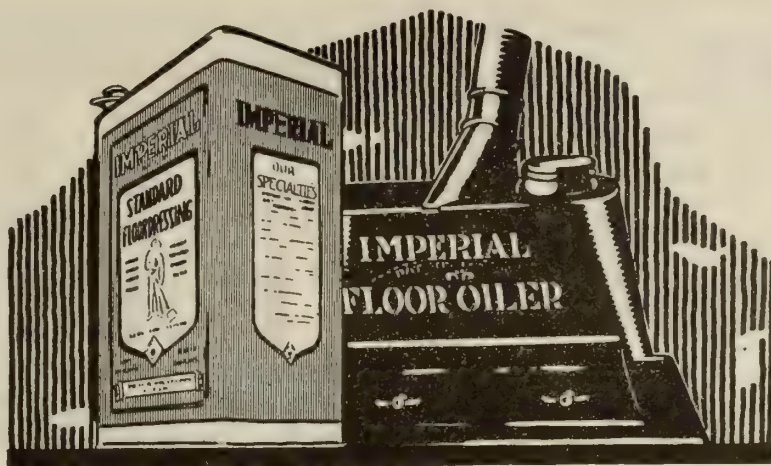


Screw Top

The Names Are
Household Words
The Jars Household
Necessities

Secure Styles That
Reduce
Both Labour And
Cost

Dominion Glass Company, Limited



Keeps Your Store Free of Dust

HOUSEWIVES, all customers, in fact, buy from those dealers who have the brightest stores.

If you believe in clean hands and shining windows, you will want to keep your goods free from dust—you can, by using—

STANDARD Floor Dressing

the non-evaporating, sanitary wood preservative which cleans the surface of wood, linoleum and oil cloth, and prevents dust from rising. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

One gallon of Imperial Standard Floor Dressing, when applied with the Imperial Floor Oiler, will cover between 500 and 700 square feet of floor space with a dressing which will last for several months.

Merchants, public buildings, office buildings, churches and apartment houses should use Imperial Standard Floor Dressing. Display a few cans on your shelf and draw the attention of your customers to its good results on your floors.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



Mr. Potato Bug hasn't a chance

Not if you will cooperate to the fullest with the potato growers of your district by supplying them with the greatest bug destroyer on the market

Munro's Pure Paris Green (Government Standard)

Munro's is the sure-fire killer that every farmer and gardener knows. It is a regular profit-bringer, easy to sell, and perfectly satisfactory *always*. A light, fluffy powder that sprays out evenly, covers thoroughly, and does not burn nor scorch the foliage. Order from your nearest jobber or direct.

McARTHUR, IRWIN, LIMITED

MONTREAL
Established 1842



Branches and Offices: ---Toronto, Ont., Montreal, Que., Boston, New York, Chicago, Buffalo, Pittsburg, Detroit, Cleveland, Philadelphia and London, England.

Sold throughout North and South America.

"REMEMBER"

This is the **guaranteed** brand.

Any quantity of Salada bought from us may be returned at any time and the purchase money refunded in full.

Return freight paid, too! No quibble about it either.

A Merchant's reputation is reflected by the goods he sells. After 27 years faithful service, the public has learned to rely *absolutely* upon "SALADA" Quality.

COX'S

Instant Powdered

GELATINE



The Label is the same
the Quality is the same
and the Price is only
slightly different

Yes, Cox's Gelatine in the well-known little checkboard box is an excellent line to feature. In appearance, quality and price it appeals tellingly to every good housewife. To-day the quality is the same as of old and the price shows but a small advance over pre-war days.

Are you showing Cox's? Neat displays are easy with handsome checkboard packages. Although the quality of Cox's Gelatine is still of the same high standard that has characterized it from the first.

We are honestly proud of the fact. Cox's Gelatine is to-day a good "buy" both because of quality and economy. It is a profitable line to handle. Are you well stocked?

Agents

Arthur P. Tippet & Co., Montreal and Toronto

Tees & Persse, Winnipeg

Martin & Robertson Ltd., Vancouver, B.C.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

MEMORIAL DESIGNS

Kindly advise me where and to whom I can write to have designs submitted with prices for soldiers' memorial in bronze and granite.—J. H. Rogers, Box 90, Goderich, Ont.

Answer—Wm. A. Rogers, 570 King St. W., Toronto, Ont.; Ryrie Bros., 134 Yonge St., Toronto, Ont.; Kents Ltd., 144 Yonge St., Toronto, Ont.; Tisdall's, 150 Yonge St., Toronto, Ont.; Toronto Trophy Craft, H. I. Potts, Royal Bank Bldg., Toronto, Ont.

WOOD ASHES AND TANALAC

1. Where can I sell wood ashes in car lots?
2. Where can I get Tanalac, the bottle gives Willis as distributors, but I do not get any answer from him—"August."

Answer.—Standard Chemical Co., Toronto, advise that you get in touch with Frederic McNair, 318 William St., Elmira, N.Y., who is desirous of purchasing wood ashes.

Tanalac is sold only through agents; would advise you to try this address again, G. F. Willis, 4th National Bank Building, Atlanta, Georgia.

RE SELLING TEMPERANCE DRINKS?

Is it lawful to sell soft drinks such as ale, lager and stout in a grocery store or is a special license required?—W. H. Drury, Gelert, Ont.

Answer.—It is entirely lawful as long as the beverage does not exceed 2½% proof spirits. No license is required to sell these goods.

MANUFACTURERS OF SPLIT PEAS

We would be very much obliged if you will kindly give us the names of the principal manufacturers of split peas in Ontario and Eastern Canada.—O'Loane, Kiely & Co., Ltd., Vancouver, Canada.

Answer.—Canadian Cereal & Flour Mills, Stratford, Ont.; John MacKay & Co., Bowmanville, Ont.; Milne Bros., Markham, Ont.; H. Murton, Ltd., Guelph, Ont.; White Swan

Spices & Cereals Co., 156 Pearl St., Toronto, Ont.

MANUFACTURERS OF GROUND CLAM SHELL

Please give me address of manufacturers of ground clam shell, and oyster shell, Canadian manufacturers if possible.—W. F. Elliot, P. O. box 70, Fort William, Ont.

Answer.—Gunns Limited, Toronto, Ont.; A and R. Loggie, Loggieville, N.B.

Shaw & Ellis, Pocologan, N.B., intend to grind clam shell for poultry food in the near future.

MOTOR DRIVEN COFFEE MILL

Some time ago there was an advertisement in your publication of a motor driven coffee mill but it does not appear to be in your recent issue. Will you kindly put me in touch with the manufacturer of said mill?—W. J. Craig, general agent, Keewatin, Ont.

Answer.—This information has been sent.

STORE REFRIGERATORS

Kindly give me the names of firms who handle refrigerators suitable for store use, large enough to hold a carcass of beef. Also dealers in men's serge for tailor-made suits.—Thos. Steinburg, Marksville, Ont.

Answer.—Refrigerators: W. A. Freeman Co., Ltd., Hamilton, Ont.; John Hillock & Co., George street, Toronto; Eureka Refrigerator Co., Owen Sound, Ont.; Canadian Linde Mfg. Co., Montreal. Men's serge: Nisbett & Auld, Wellington street West, Toronto, Ont.

WHERE HOPS CAN BE PURCHASED

Please advise through your paper where we can purchase hops in quantities.—

Answer.—Dole Bros.' Hops & Malt Co., Boston, Mass.; British Columbia Hop Co., San Francisco, Cal.

NO RETAILERS' LICENSE NOW NECESSARY

Can you tell me if I am required to renew my Canada Food Board License this year?—D. R. Shirra, General Merchant, Lang, Sask.

Answer—No.

DRIED FRUIT HANDLERS

We will be very pleased if you will supply us with a list of Canadian jam manufacturers. We also wish to get in touch with the best source of supply in dried fruits and raisins.—The National Broom & Brush Co., 25, 27 and 29 Latour Street, Montreal.

Answer—List of jam manufacturers has been mailed. Following are firms handling dried fruits and raisins: California Prune & Apricot Growers, Inc., San Jose, Cal.; California Associated Raisin Co., Fresno, Cal.; California Packing Corporation, San Francisco, Cal.; Rosenberg Bros., San Francisco, Cal.; American Vineyard Co., Hearst Bldg., Chicago, Ill.; Fresno Home Packing Co., Fresno, Cal.; Hills Bros. Co., 375 Washington St., New York, N.Y.; American Vineyard Co., Holbrook Bldg., San Francisco, Cal.; Guggenheim & Co., San Francisco, Cal.; California Packing Corp., San Francisco, Cal.

BRITISH GROCERS FAVOR COLLEGE DEGREES

LONDON, May 6.—At the annual meeting of the British Institute of Certified Grocers the opinion was expressed that it was as important for grocers to possess educational qualifications as any other branch of the commercial faculty in the interests of which the London University proposed to encourage study. Chemists and druggists had to pass some examinations, and surely if it was important for them it was more important for grocers who feed the people.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers
INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....
.....
.....

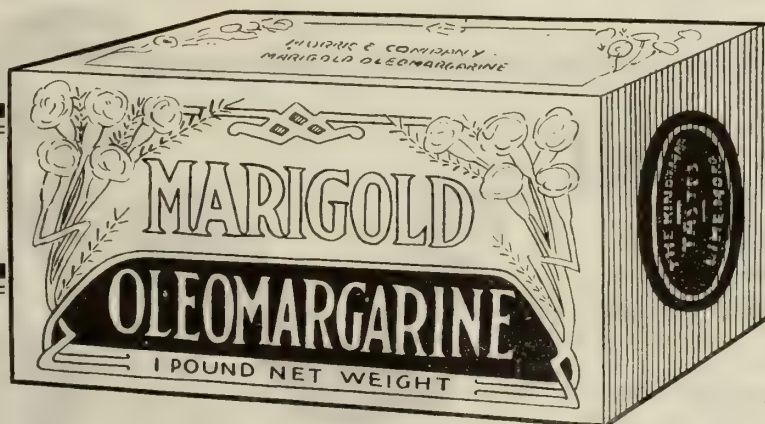
Why Grocers Like Red Rose Tea

Because it is always the same "good" tea --- and can be counted upon to give entire satisfaction to their customers.

Always safe to recommend to a particular customer.

T. H. Estabrooks Co.
Limited

ST. JOHN MONTREAL TORONTO
WINNIPEG CALGARY EDMONTON



GOOD AND PROFITABLE

"Marigold" Oleomargarine is the highest quality margarine you can possibly sell and is one of the best "repeating" lines on the market.

You should handle it, not merely because we say so, but because there's profit in it for you and satisfaction for your customers.

We are sole agents for Ontario for this line.

"KINGNUT" NUT BUTTER

This product is made from cocoanut oil and peanut oil, churned with pasteurized milk. It is a pure, sweet and thoroughly wholesome food.

You should find a ready sale for it in your district.

Fresh Goods — Prompt Deliveries

The Bowes Company, Limited, Toronto



*Every time you
sell a package of*

**ROBINSON'S
"PATENT" GROATS**

and

**ROBINSON'S
"PATENT" BARLEY**

you build for the future

Do your customers know you carry Robinson's Patent
Groats and Patent Barley in stock?

MAGOR SON & CO., Limited

191 St. Paul St. West, MONTREAL

30 Church St., TORONTO

This is the Point

We've got every facility for
marketing your product from
Lake Superior to the Pacific
Coast.

We've got the prestige that
counts for a good deal in get-
ting you the results you anticipate.

We'll give you **Service** from the drop of
the hat. Our houses are well located
and we handle nothing but A1 pro-
ducts.

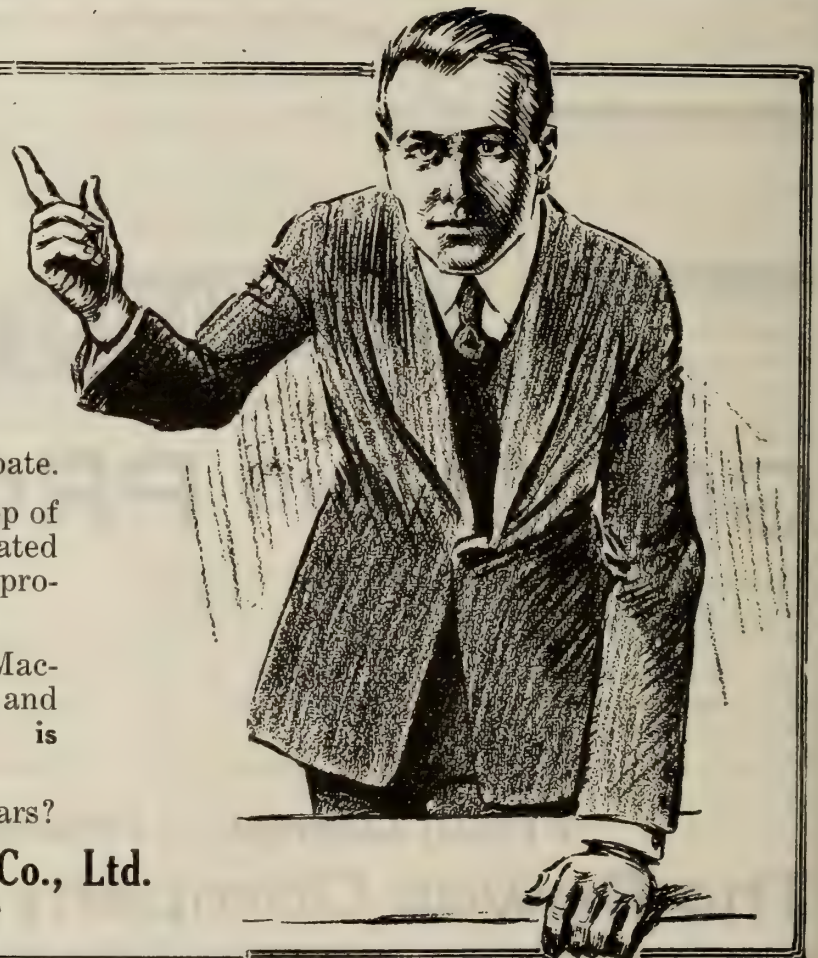
We are purchasing agents for Mac-
Donald's Consolidated Interests and
our **Annual Purchasing Power** is
Twelve and a Half Millions.

May we send you further particulars?

The Consolidated Purchasing Co., Ltd.

313-319 PACIFIC AVE., WINNIPEG

E. Nicholson, Genl. Mgr.



CANADIAN GROCER

Vol. XXXIII.

TORONTO, MAY 16, 1919

No. 20

An Export Market for Canned Goods

Probabilities Regarding the Continuation of the Export Demand for Canned Goods—
Conditions That Influence This Business—The Probable Effect on Domestic
Prices—Conditions in England Good

THE question of continued export business in canned goods is an important one, for on it depends in some measure the probable prices that the merchant will have to pay for these commodities during the coming season. For the past few years there has grown up an important export business, owing to the need for all available foodstuffs in the British Isles. Now the question arises as to whether this trade can be maintained. One of the difficulties in forecasting what may occur in this way, is the uncertainty of the pack, and the consequent inability to set a price ahead of the season.

As far as last year's pack is concerned, it has pretty well been disposed of, both fruit and vegetables, the heavy export demand relieving what might otherwise have been a glutted market. But when it comes to assuring a market for the coming season's pack an entirely different situation arises. The Canadian packer is in direct competition with the American packer, who, by reason of his geographical situation, is in a much better position. He begins to pack a couple of weeks earlier than the Canadian packer, and has an uninterrupted season. Knowing his costs and being able to estimate the probable production, with slight possibilities of variation, it is easier for him to set a price. The Canadian canner, on the other hand, while he knows what his costs of unperishable supplies will be, is absolutely unable to estimate the production cost. The season starts later, and may be cut short early in September by frosts. In such a case, of course, there would only be a fractional pack, and the costs must be of necessity far heavier per case than if the season were free from frost and a full pack available. This makes it inadvisable to set a price ahead of the pack, and were he to do so he would have to make a price to cover every contingency, otherwise in the event of crop failure, loss of produce through shortage of help, etc., he might face a disastrous loss, and this is the condition that makes it hard for the Canadian canner to get business on foreign markets.

Despite these difficulties, however, an aggressive bid is being made for this

business. W. R. Drynan, secretary-treasurer of the Dominion Cannery, Limited, has but recently returned from England and France, where he has been exerting his energies toward securing a market opening for a part of the coming season's pack.

When seen recently by a CANADIAN GROCER representative, Mr. Drynan expressed himself as very pleased with the prospects for export during the coming season.

Arranging for Full Pack

The company, he stated, was making arrangements to put up a pack to the limit of the capacity of their entire sixty factories.

Material Remains High

Prospects are that there will be little change in actual costs in the canning industry. Tin plate is now a trifle lower, but cans will hardly be obtainable at much under that of the preceding year. Cases, too, are higher, and the labor situation as far as wages are concerned, does not indicate a lower cost for labor.

As another factor in maintaining canned food prices during the coming season, the export demand is still a matter to be reckoned with. The failure of the fruit crop last year in Great Britain has resulted in a steady demand for all kinds of canned fruits.... Canned vegetables such as tomatoes and peas have also been selling freely. This inquiry is largely from the British Isles. The fact that the workingman there is earning so much more than he ever did before has affected the consumption of foodstuffs, for he is a good buyer, and everything points to the British consumer being a larger buyer of canned foods than ever before.

Have Depleted Reserves to Meet Export Orders

In order to meet this present export demand, Mr. Drynan stated that Canadian manufacturers had to draw from the stocks in the hands of the jobbers, as canners were long ago completely cleaned out. As a result indications point to a bare market before the new crop. Whether Canada will have a surplus should the export demand continue remains to be seen. Quite frequently it

is the case that the output is only sufficient for pro rata delivery for domestic demands.

Italy, France and Holland Formerly a Factor

Heretofore the export trade of Italy, France and Holland, especially in canned vegetables, has operated against the Canadian manufacturer. Before the war, owing to low freights and cheap labor, America could not successfully compete in the Old Country market. It is doubtful, however, if any of these countries will be a factor this year in the Old Country markets.

Preferential Tariff Would Help Canada

The United States will also be a competitor, but with the proposed British preference, Canadian canners should be able to successfully cope with American competition, notwithstanding the fact that Americans have the advantage of not having to pay inland freight. This, of course, applies to the Baltimore district. The feeling of the British buyer at present is strongly in favor of doing business with Canadians.

Small Likelihood of Low Price

This past season it will be remembered prices in Canada were much lower than in the United States.

With the possibility of a continued export demand, and with high priced materials and labor, and with very light stocks of canned goods to carry over, there seems slight likelihood of any material declines in canned goods prices during the coming season.

Of course the export situation is uncertain, but given the ability to meet competition in the matter of price, there is a strong probability of a good business.

"Money in both France and England is easy," stated Mr. Drynan, "and among the business people there is a general feeling of optimism as to the future. England's manufacturers are all busy. People in Canada had rather exaggerated ideas of industrial conditions in the Old Country. They were not as bad as was generally believed, in fact in many industries business is still held back owing to shortage of labor."

"John Bull," in his opinion, "was, is, and will continue to be the top dog in the world's business."

Sask. R.M.A. Convention Great Success

Enthusiastic Gathering Starts Convention Off With Enthusiasm. Very Satisfactory Conditions Represented by Financial Statement. Money and Membership Both Increasing. Some Interesting and Important Discussions

By Special Representative of Canadian Grocer

REGINA, May 14.—Special—After a spirited discussion of the change in the constitution of the Association, appointing a Western Executive Board for the four Western provinces proposed at the recent session of the Dominion Board in Ottawa, the question was put to the vote and the convention went on record as favoring a Western executive.

The half-holiday question was another discussion that aroused a great deal of interest and a resolution was finally passed to approach the Provincial Government to make the Wednesday half-holiday compulsory in places where the majority have declared in favor of such closing, the decision as to whether such closing be introduced to remain optional with the community. The convention, however, favored approaching the Government to declare a compulsory half-holiday during the summer months.

J. A. Banfield, president of the Dominion Executive Council, made an attack on the Canada Food Board because of the unwarranted expenses they had incurred. He took his figures from the official record issued by the board and called in question the need for such heavy expenditures at a time when every nerve was on the strain to save for the essential needs of the Empire.

J. J. Polson, first vice-president of the Saskatchewan Association, spoke of the better feeling that had developed between the Eastern and Western sections of the Association since the proposition to revise the constitution to give each part of the country an equal voice in affairs had been proposed. He was confident that this would assure the best of feeling throughout the Association.

The proposed trip to the coast was discussed, and it was the suggestion of some of the members that the trip be made in August of this year, a suggestion that found favor with the Association.

EARLY Tuesday morning of this week the delegates to the Saskatchewan convention of the Retail Merchants' Association began to arrive, and the convention hall presented a busy scene, marked by enthusiasm and high spirits, that promised well for the success of the gathering.

Early in the session some interesting questions were considered, and a brisk discussion, tinged with flashes of humor, was the order of the day.

Among the points discussed was the suggestion to hold the next convention at the Coast, a suggestion that was received with a good deal of favor on the part of many of the delegates, though the final decision was left to a later session of the convention.

The prevalence of guessing contests in the West in connection with the retail store aroused a good deal of interest, and the methods of a firm located in Regina, which stages a gigantic guessing contest, was gone into in detail. It was shown that for the sum of \$50 the merchant would be supplied with guessing coupons on a bowl of beans, either in Saskatchewan or Regina, depending on whether he was in the northern or southern portion of Saskatchewan. Although one large firm in Regina received their contract gratis in order to act as a bait to the rest, it is estimated that at least 500 dealers fell for the scheme to the tune of \$50 apiece. If this estimate were correct it would appear that with the \$25,000 realized Chevrolet cars could very well have been afforded, one for the south and one for the north. The infinitesimal chance of any one of the customers of drawing

that car may be imagined. The convention recommended most strongly that the Government take whatever means necessary to make any kind of a straight guessing or gambling scheme in connection with business illegal.

The mail order houses were touched on when deprecating the fact that some manufacturers, though they depend on the legitimate retail trade for the major portion of their distribution, will still put the mail order houses on their job-

bers' list, and thus assist in unfair competition with them.

Favor Credit Business Rather Than Cash

Considerable discussion was given to the problem of conducting retail business on a strictly cash basis. It seemed to be the consensus of opinion that this was strictly a matter for each merchant's individual decision. One speaker stated that while indiscriminate credit was, of course, absolutely ruinous, that a legitimate credit business can be done by those who keep closely in touch with all accounts, and that a pointblank refusal on the part of retailers generally to extend this accommodation to those of their customers who were good risks would simply be playing into the hands of the mail order houses. This was specially true as regards rural communities, in that farmers especially would find it very inconvenient to pay for each item as they received it; in fact, if they were required to do so, they would be more likely to use the catalog.

Loss on Gasoline

The hardware merchants and those of the grocers who operate gasoline stations complain that they have had great difficulty and considerable loss owing to the present system by which they buy their gasoline by weight and dispense it by the gallon. One retailer stated that the last filling of his five barrel tank, even though sold carefully, for checking purposes, showed him a loss of 15 gallons. One of the gasoline companies explained that the average merchant did not realize what a volatile substance petroleum product was. A change of 20 degrees F. in temperature resulted in a 1% difference in volume above or below 60 degrees F., at which temperature presumably the barrels were filled. The association would recommend as a remedy to this that the gasoline be sold by gallons, as the specific gravity explanations seemed to always break the wrong way for the retailer.

The members of the association apparently view with concern the number of bank mergers which have been effected in recent months, and seriously deprecate the concentration of capital and credit in the hands of a few.

To Make Weekly Half Holiday Provincial Enactment

It was also decided that the Government be approached with a view to making the weekly half holiday a Provincial enactment instead of, as at present, a local matter, the decision as to the most suitable day on which to close being, of course, left for settlement by local option.



MAYOR BLACK

of Regina, who welcomed the visiting delegates on behalf of the city.



H. D. McPHERSON

President of the Saskatchewan Retail Merchants' Association, who is presiding at the Convention in session at Regina this week.

The Address of Welcome

His Worship Mayor Black, in welcoming the delegates, stated that it had been his pleasure to welcome the citizens of the other prairie cities and municipalities on many previous occasions, and under the auspices of many different organizations. These "get together" movements, which had become so popular with all different trades and associations, were having no small effect in cementing all communities into a fellowship of good will and mutual understanding.

He stated that he felt sure that though the general public were greatly exercised concerning the high cost of living, and would eliminate all other persons except the consumer and the manufacturer, whom they generalized under the all-embracing title of "the middlemen," this convention, among other results, would tend to educate the public as to the valuable and very necessary service which the retailer, in every line of merchandising, gave for value received.

That day has passed in which anyone with the necessary capital can launch out into the retail business, be it grocer, hardware, dry goods, men's wear or any other line, and conduct it profitably and satisfactorily without practical experience. Each retail trade has become a science, and the successful merchant has learned that conventions such as this, and his trade papers, are the secrets of keeping up with the march of progress.

"You have much, gentlemen, to discuss. I am sure that we consumers demand much more service than we understand. We demand elaborate deliveries. We demand plate glass windows and expensive fittings. We demand our food put up in very artistic and very expensive manners. To give us what we want, and at the same time attempt to reach

our ideas of what we should pay for it, is your very difficult problem. I am sure that these and many more problems will be nearer solution when this body have subjected them to their discussion."

The President's Address

H. D. McPherson, the president, in his opening remarks, expressed regret that the illness of A. A. Evans, honorary president, had made it necessary for him to discontinue his former business activities, and to seek a less rigorous climate.

After touching on the progress made in membership, Mr. McPherson continued: "One pleasing feature in this connection is the increased interest taken in our work by our members in general. They are more and more coming to look upon the association as a clearing house for all their troubles, as is evidenced by the ever-increasing amount of correspondence covering a great variety of subjects, some of which tax the ability of those of us expected to deal with them, to the limit. In order to meet this situation it has been necessary to increase the staff in the provincial office from time to time, until now eleven people, including the secretary, are employed and their time is fully taken up day in and day out. We also found it necessary last fall to engage the services of another organizer, whose full time is devoted to the Province of Alberta, thus giving our two men in Saskatchewan more time to talk over matters in general with our members in this Province. This makes a total of fourteen persons in the employ of the association, which fact in itself is some indication of the growth of the organization since the start of our work in 1913, at which time the secretary, with one stenographer, and an organizer, constituted the entire staff. In spite of these increases in staff and also slight increases in salaries, and although our membership fee has remained the same since 1915, when it was raised from ten to twelve dollars, we are still able to show a balance on the right side of the ledger.

"At our last convention the formation of District Advisory Committees was suggested, it being left with your executive to put the arrangement into effect, which was done. The Province was divided into four districts, and a chairman appointed in each district, with whom it was left to select his own committee, with the exception that a retail implement dealer was named in each case to act on the committee at the request of the executive of the Implement Dealers' Trade Section.

Better Organization Needed

"We feel, however," he continued, "that the time has come for a more complete system of organization, which involves the formation of district branches with a permanent paid secretary in charge of each branch, who will give his entire time and attention to the work of the association in his particular district. While this may mean an increase in the provincial membership fee, your executive is of the opinion that the returns from the improved service that will be available to the merchants individually and collectively, will far more than offset any additional cash outlay that may be necessary. An additional advantage will be that we will be able to get a better expression of opinion on any matter of importance with which we have to deal. The full details of this plan will be placed before you for your consideration during the course of this convention.

"At a meeting closely following our last convention, James Clinkskill and George Hazen, of Saskatoon, and R. A. Magee, of Wolseley, were named to act with your executive in making representations to the University of Saskatchewan regarding the establishment of a course in Commercial Education. At a meeting held in August, between this committee and Dr. Murray,

president of the university, the matter was thoroughly discussed with the result that Dr. Murray agreed to recommend to the University Senate that the course be established, and we are, during this convention, to be favored with a series of lectures by Mr. Frank Stockdale, retail commercialist of Chicago, who has been engaged by the university for the purpose. It is the intention of the university to install a regular course in Commercial Education as soon as a suitable man can be found to conduct it. In the meantime an effort will be made to secure the services of some person qualified to fill the position, to travel through the Province on behalf of the university, for the purpose of addressing the merchants locally and giving what assistance may be possible in the interests of better business. Our thanks are due to the university authorities for their action in this respect and it is to be hoped the business interests generally will co-operate with them in making the undertaking a success. In this connection I would like to mention that I think we should have a committee on Commercial Education representing all branches of commercial undertaking instead of the committee being confined to retail merchants alone. This, it seems to me, will have the effect of making the courses more far-reaching in their effect, to the ultimate advantage of all concerned.

"In December last a general meeting of the retail implement dealers of the Province was held at Regina, at which many of the grievances peculiar to that business were thoroughly discussed and ways and means devised by which they might be overcome. Part of the day was devoted to a meeting with representative wholesale implement dealers from Regina and Saskatoon, before whom many of the injustices with which the retailer has to contend were placed. Facts and figures showing an intolerable state of affairs as regards the margin of profit allowed on the sale of agricultural implements and repairs had been prepared, and were placed before the meeting at this time. The wholesalers admitted the unfairness of existing conditions, but were not prepared to offer any solution. They asked for a copy of the resolutions that had been placed before the meeting and suggested that another meeting be called after they had been given a chance to consider them. In the meantime, and up to the present, our provincial office has been giving a great deal of attention to this matter with



J. L. S. HUTCHISON.

Who presented the very satisfactory Treasurer's report of the Saskatchewan Retail Merchants' Association in Convention at Regina this week.

a view to meeting the wholesalers again at an early date.

"Our success in bringing this or any other matter affecting any other line of trade, to a successful conclusion, lies to a very large extent in point of numbers. If we have the merchants back of any such undertaking, not only as members of the association, but with their moral support as well, we can accomplish almost anything we set out to do. This is a fact that does not seem to be appreciated as much as it should be, and merchants generally are too often satisfied to "let the other fellow" fight their battles, when as a matter of good business, they should look upon any effort to improve conditions as a personal affair, requiring personal attention,—which means that if a general meeting of the merchants engaged in any particular line of business is called, each one should make a point of attending even at some sacrifice if necessary, so that those with whom we have to deal may see that we mean business.

"Just previous to the last session of the Provincial Legislature your executive met the Government ministers and laid before them our requests for legislation we were anxious to have passed at the forthcoming session of the House.

"These included an amendment to the Village Act regarding assessments. Previous to the second session of 1917 it was left optional with a village council as to what form of taxation they adopted, that is, whether a single or a general tax, but at the session it was made compulsory for them to adopt a general tax on lands, (100 per cent.), buildings and improvements, (60 per cent.), personal property (100 per cent.), and income. According to information received by the association this worked an undue hardship on many merchants, increasing the amount of their taxes by several hundred per cent. We requested that the amendment be repealed and it again left optional with the village as to what they do in this respect. We were not successful in having the amendment repealed, but an additional amendment was passed exempting personal property including stock in trade, and fixtures in connection with the business in cases where a merchant is paying a license fee in respect to his business. This is of no advantage, however, as the Village Act does not contain authority for the council to license retail businesses. This matter will receive further attention.

To Regulate Hours of Trading

"We also requested that the Village Act be amended, giving the council authority to pass a by-law regulating the hours of trading including provision for a weekly half holiday. We are pleased to say that this amendment was passed, and the village council may now put such a by-law into force upon receipt of a petition signed by 75 per cent. in number of the occupiers of shops in the village.

"One other item of legislation in which a great many of you will doubtless be interested," Mr. McPherson continued, "and one which has received a considerable amount of our attention during the past three years, is that of an amendment to the Chattel Mortgage Act regarding the status of chattel mortgage on the growing crop, or a crop to be grown, covering the purchase price, meat, groceries, flour, clothing and binder twine. We understood at the time this legislation was passed in 1916 that this mortgage would take precedence over any other claim, except seed grain liens, and were so sure of our ground that we entered an appeal against a decision that was given in one of our district courts contrary to our understanding of this matter. We lost out in our appeal and consequently approached the Government again requesting that a crop mortgage be made a prior claim, second only to seed grain liens, and you will be pleased to know that this is now the case—that is to say, one of these mortgages now takes preference over any other claim except seed grain liens and seed grain advances

under the seed grain advances passed at the last session, whereby any mortgagee of land in Saskatchewan may make advances to the owner of the mortgaged land to enable him to purchase seed grain for use in sowing the land for the crop of 1919,—the advance is not to exceed \$250 on any one quarter section, and where the



F. E. RAYMOND,

The energetic Secretary of the Saskatchewan Association, who has been largely responsible for making the Convention such an unqualified success.

mortgagee makes such an advance he may add the amount to the mortgage. In view of the extensive use being made of these crop mortgages we are sure that the fact that they now rank as a preferential claim will be appreciated.

"During the past number of years, since the beginning of our work as an association, we have been holding annual general conventions which have been appreciated more or less by those who have attended them, but at the same time at a convention of this nature there are bound to be subjects up for discussion, which while they may be vital to the interests of some one or perhaps two sections of trade, are of no interest whatever to the others,—consequently they do not become interested or do not feel that they have any part in the discussion. In order to overcome this and to make our conventions more interesting, it has been proposed that we hold trade section conventions,—for instance a convention of hardware dealers; a convention of jewelers, etc., etc., at different intervals throughout the year, which perhaps need not take up more than a day or two days at the outside. It is felt that this method will not only prove more interesting but that it will be much more beneficial to all concerned. I am merely mentioning this now. You will see by your programme that this matter and that of the formation of district branches will be up for discussion on Wednesday morning."

In conclusion, Mr. McPherson said: "I just wish to say that while we consider that we have made fairly satisfactory progress during the past year, we believe that the programme we have mapped out for the future will, if adopted, be the means of not only creating greater interest in our work, but it will enable the association to render a more efficient service in every way to its members, and not only this, but we feel that our service will then be such that no retail merchant would think of remaining on the outside.

Increases in Money and Membership

J. L. S. Hutchison, in presenting the financial report of the association, stated that the association had ground for satisfaction in the very satisfactory showing that it had been possible to make during the past year. So satisfactory had conditions been that the financial year closing December 31, 1918, showed a surplus of \$3,211.63. Not only had the association prospered in a monetary sense, but it had also shown a very encouraging growth in membership, and in the interest taken in its various activities. At the end of 1917 the total enrollment showed a membership of 1,590, while the present membership was well over 2,100, a significant indication of the way the association was finding favor with the retailer. The comparative statement of the past two years also indicated a very satisfactory growth.

December 31, 1917—

Assets	\$4,615.84
Liabilities	1,190.79
Balance	\$3,425.05

December 31, 1918—

Assets	\$8,328.74
Liabilities	1,692.06
Balance	\$6,636.68

The Financial Statement

The current financial statement which was then presented more than anything else went to show the very substantial position which the Saskatoon branch of the association now enjoyed.

The report is as follows:

INCOME

Dues,		
Saskatchewan	\$20,624.75	
Alberta	4,586.00	
		\$25,210.75
Commissions on collections		856.51
Commission on freight		211.00
claims		
Convention advertisements ..	\$ 792.50	
Less convention expenses ..	641.00	151.50
		54.78
Sundry receipts		
"Retailer," advertising	\$ 2,936.28	
Subscriptions	652.50	
	\$ 3,588.78	
	2,655.02	933.76
		\$27,418.30

EXPENDITURE

Office salaries		\$ 7,599.78
Organizers' salaries and expenses		
Saskatchewan	\$ 6,149.93	
Alberta	1,645.68	7,795.61
Executive meeting expenses		273.15
Dominion association for dues		2,090.00
Stationery, printing and office supplies		1,633.80
Traveling expenses		587.90
Office rent		685.00
Legal expenses		177.00
Interest and exchange		34.81
Alberta R.M.A. accounts	\$ 1,152.69	
Grant to Edmonton local	225.00	1,377.69
Grants to Regina and Saskatoon locals		583.50
Sundry expenses		1,011.03
Depreciation written off furniture and fixtures	\$ 173.09	
Automobiles	184.30	357.39
		\$24,206.67
Balance, income exceeds expenditures by		3,211.63
		\$27,418.30

R.M.A. Fire Insurance Report

Mr. Hutchison, of Saskatoon, gave the financial statement of the Retail Merchants' Mutual Fire Insurance Co. A few of the outstanding features of this report follow:

Net Ins. carried to Dec. 31, 1918.....	\$882,200
Net Ins. carried to Dec. 31, 1917.....	554,935
Showing an increase of	\$327,265
Assets to end of Dec. 31, 1917.....	\$ 30,637
Liabilities to end of Dec. 1, 1917.....	19,737
Balance, 1917	\$ 10,900
Assets to end of Dec. 31, 1918	\$ 48,064
Liabilities to end of Dec. 31, 1918.....	29,032
Balance, 1918	\$ 19,031
A substantial increase.	
Also another interesting analysis was submitted:	
Savings	25.00%
Expense (a low expense)	23.15%
Losses	22.25%
Surplus	29.60%
	100.00%

In any other company than a co-operative, only this 25 per cent. savings would be included as surplus. This arrangement shows that the company is operating on a 75 per cent. basis altogether. In concluding the report of the four years' operations, Mr. Hutchison expressed confidence in the coming year even exceeding the past records, which had been good.

The Secretary's Report

One of the matters that F. E. Raymond, the secretary, brought up for discussion, at the convention, concerned the joint liability of the husband and wife for bills contracted for the necessities of life. It has occasionally happened that the husband has contracted bills for food, hardware, clothing, etc., even to the extent of several hundred or a thousand dollars, and when approached for payment has frankly stated that he has no money, and, upon investigation it has been disclosed that everything had been made over in his wife's name. The Government will probably be asked for legislation making this particular class of evasion impossible by making both parties individually responsible for such accounts.

Another matter that the secretary brought up for discussion was in connection with the Small Debts Act, the fact of the matter being this, the reading of the Act. "The summons shall be returned not less than six days, nor more than twenty days from date of issue," which simply means that at present a debtor, after being handed the summons, if he is so disposed, can continue to sell his available assets and probably have them all sold before his time limit for making appearance before the J.P. The Legislature will be asked to make some provision, so that in a matter of this kind, pending appearance after the issue of a subpoena, any sales that will affect the collectibility of an account will be illegal.

"Another matter," he continued, "which received our attention was rela-

tive to the village assessments. Previous to the second session in 1917, it was optional to each village council which method they employed in collecting their taxes; whether on the single tax basis or on a general taxing scheme. Now, however, it has been rendered compulsory for them to tax lands, improvements, personal property and incomes. The effect, as found among the retail trade, has been this, in the few cases mentioned:

1917 tax, \$96, same property 1918, \$278; 1917 tax, \$76, same property 1918, \$279; 1917 tax, \$27, same property 1918, \$503; 1917 tax, \$71, same property 1918, \$408; but possibly the most notable one to show the difference when the rates of taxation on a man's personal property or stock-in-trade was assessed was this: in 1917 \$24, 1918 \$688. Of the assessed amount \$300 was the value put on his lot, \$6,000 on his building and fixtures, and \$25,000 on that retailing stock.

"Recommendations were made, when the effect of this action became evident, that the Government revert to status quo in this matter. However, the Government could not see their way clear to do this, and asked your association to consider the matter further and submit further schemes. The association at that time asked them then to eliminate stock in trade, which the Government did in this matter.

"An Act to Amend the Village Act:

"14. (s) subsection (3) of the said section 198 is amended by adding thereto the words 'and no person who pays a license fee in respect of a business shall be assessed upon the stock in trade or personal property used in the business.'"

"They also raised the permissible rate of taxation to 15 mills on the dollar, whereas it had been ten. It will readily be seen that this amendment was a joker, from the fact that the Government does not permit villages to levy a business license. Therefore at present none of the sufferers received that exemption of taxation on their stock in trade. Your association will, however, endeavor to have the Legislature grant the villages this authority when this amendment will become effective. And furthermore, in many cases, the villages realized less than in previous years because the assessed value of unimproved lots was decreased too much."

Mr. Raymond continued: "Another very important matter that is receiving considerable attention is the establishment of regular courses in retail merchandising in the Universities of Saskatchewan and Alberta. The scheme which Manitoba adopted, and which is in its second year, is not considered by the members as suitable for these provinces at present, as it is felt that it would be almost impossible for the various merchants in the outlying communities to spend an entire week away from their businesses. As for a permanent course being established in these Universities, it is considered impossible at present, owing to the faculty not being procurable to conduct such courses. In three or four years there will be graduated from Harvard experts along each line

of merchandising, as the result of the courses being conducted there, and the University authorities hope to be able to procure the necessary teachers from that class. In the meantime, it is recommended that the lectures which will be conducted by Frank Stockdale, of Chicago, in the various centres of Alberta and Saskatchewan, following this convention, be well attended by the merchants in those districts, as they will be the nearest approach to the short course in up-to-the-minute merchandising that will be available to them at present.

"Your association has a tariff department at your disposal, where your freight bills, etc., are carefully checked, overcharges located, and damage claims, etc., carried through to completion.

"Your insurance department also is ready at all times to check your policies, and to make sure for you that wordings mean what you understand them to mean.

"Your mutual fire insurance company has made great progress in the last three years, and has given you good protection at 25 per cent. less than board rate.

"We are in hopes at an early date of having this entire territory sub-divided into units of 250 to 300 members, with a paid secretary in charge of your interests in each one. He will, of course, be in intimate touch with all matters pertaining to your business, will have the accurate credit reading reports of all your customers, and this service will ultimately almost dispense with the need of a collection system. Our collection system has collected many thousands of dollars for you simply with our first letters to delinquents, which are supplied by the association at a free service to members. Failing any results from this source, the accounts are handed to the association collection department, to be followed up on a commission basis, and even those accounts, which have been considered hopeless, have been made to yield you over \$6,000 in the past year.

"We propose also to hold separate trade conventions at different times of the year, at which we propose to have, for instance, hardware experts for the hardware man, matters of concern to jewelers for jewelers' conventions, etc., considering that each trade can go into their various problems more thoroughly when they feel that they are not boring fellow members, who have absolutely different interests.

"I am also of the opinion," said Mr. Raymond, "that merchants in all lines of business do well to read their respective trade papers. The very latest thoughts of the best experts are to be found there.

J. J. Polson Tells of Dominion Convention

J. J. Polson of Regina, the delegate to the Dominion convention, said that while leaving a general survey of the convention to J. A. Banfield, of Winnipeg, the Dominion president, there were a few points which he would take up.

"A new plan of organization was discussed at your last Dominion convention. This matter, he said, has been a matter of discussion and experiment for the last three years. Your executive was asked to submit to you a scheme of dividing the Dominion association into two halves. The Western half would comprise the four Western Provinces, and the Eastern half would, of course, comprise the balance of the Dominion. As far as we in the West are concerned, there are many things coming up for settlement from time to time which we would, of course, consider with more understanding of our own conditions and with much greater expedition. There are, on the other hand, different conditions in the East which would tend to make our Western system of organization too unwieldy to be feasible there. For a time, our Western half here was growing the faster, but now I am pleased to say that the Eastern Provinces are making wonderful progress in organization, and, at the present time, are approaching a membership much more in proportion to their population. In the Western half we would propose to hold quarterly conventions, and hold one, once each year in each of the Western Provinces. This would be of great assistance to your Provincial secretaries, permitting them to sit in at the Western executive sessions, at least, once a year; broadening their views of association work and unifying provincial efforts generally. Another advantage of the conventions being held in turn in the various provinces," continued Mr. Polson, "would be that the merchants in these various centres while not, of course, having a vote, would be able to sit in at these executive meetings and familiarize themselves with what was being done, at first hand."

A very spirited discussion took place regarding this change but, of course as this was a departure that has been worked for several years, no opposition developed and the convention will, no doubt, see this on the way towards consummation.

"There is another fact," continued Mr. Polson, "that should in itself be particularly gratifying to you and no small credit to your Retail Merchants' Mutual Fire Ins. Co., and the executives responsible for its success, in that the Dominion executive were instructed by the Dominion convention to devise plans for the operation of a Retail Merchants' Fire Insurance Company, Dominion wide. It would seem that the East is seeing eye to eye with us in this one question and we have no doubt that some such scheme will shortly be operated."

AN EXCURSION

The Dominion executive also expects to engineer an excursion this year from Halifax to Vancouver. The idea being to have a few hours en route at the various centres to meet the local merchants; to be joined all along the way by as many of the merchants as can arrange to do so and that after arriving at Vancouver, a huge get together convention will be enjoyed for about three days. "In my opinion," said Mr. Polson, "this is a gigantic step in the right direction. The effect of being thrown together in each other's company and conversation for a few days cannot but have a most gratifying effect on us all. At the close of such a convention our Western members and our Eastern members cannot fail to have a greater sympathy and understanding for each other's problems than ever before. Most of the difficulties in organization or co-operation in any line of endeavor are born of ignorance and misunderstanding. I have great faith in a get-together movement of any kind that permits everybody to see everybody else's viewpoint. We all approached this last Dominion convention with apprehension, feeling that, as did occur, a divergence of opinion between the East and the West would manifest itself, but, gentlemen, we all left that Dominion convention feeling that our Dominion association was a unit in a sense such as never before."

Urge Special Department of Fisheries Delegation at Ottawa Asks for a Change in Administration of Fisheries Industry—Want Some Practical Men in Department—Urge Also Standards for Canned Sea Products

By Staff Representative

OTTAWA, May 15.—The Canadian Fish Dealers' Association is taking decisive action to induce the Government to make such changes in the administration of the Naval Department, under which fisheries now comes, as will place the fishing industry on a basis commensurate with its importance. The administration of our Canadian fisheries has always been conducted as an adjunct to either the Marine or Naval Departments. When naval and marine affairs were given separate deputy heads some years ago, fisheries was tacked on to the Naval Department, where it has existed as a sort of poor relation. The potential wealth of Canadian fisheries is so great and the possibilities of the industry so vast that it is exasperating to those conversant with the subject to see such a source of wealth consistently neglected.

Among those on the delegation now interviewing the Government are the following well-known figures in the industry: A. H. Brittain, president, Montreal; F. W. Wallace, secretary, Montreal; H. B. Short, Digby; A. Boutilier, Halifax; Capt. Paul Robinson, F. E. Cornell and Mr. Brown, all of Lake Erie; F. E. Burke and Mr. Sterrett, of Vancouver. A number are still to arrive, but it will be seen that the above names are representative of all parts of the Dominion.

Ask Removal From Navy Department

They will ask that, if possible, fisheries be removed altogether from the Navy Department and be made a separate department, but in any event it should have a separate deputy thoroughly experienced in the practical requirements of the industry, with an adequate staff for its administration. The other chief reform that will be urged is proper inspection and the establishing of regular standards. The trade suffers seriously from the lack of this. The salmon people of B. C., for example, get inquiries for canned fish from Europe, but they cannot sell on standard as there is no Government standard. There could and should be a standard for canned salmon, lobsters, and other canned fish products as well as for all salt and pickled fish. Capable inspection and standards will increase efficiency in the business and establish our fish products abroad.

More Practical Men Needed

The tendency in the past has been to fill the department up with scientists who know a great deal more about the hounds and life habits of fish than they do of either fishermen or the people who buy fish. The Fish Dealers' Association desires to have some practical fish men in charge of the business end of the department, at least. This has been re-

peatedly recommended to the Government, and there is nothing to be argued against it; but the Government has, so far, failed to act. This delegation is down to get action if possible.

WESTERN BUSINESS FLOURISHING

Geo. R. Loggie, of Loggie & Sons, Toronto, Returned From Extended Trip Through West, Speaks Optimistically of Prospects

George R. Loggie, of Loggie & Sons, 32 Front Street West, Toronto manufacturers' agents, has just returned from a nine weeks' business trip to the Canadian West. Mr. Loggie found business, particularly on the return trip, very good, and generally speaking he is very optimistic as to the conditions in the West. There is no pessimism among Western business men, and there seems to be but one opinion, and that is that business is good. In the large centres like Vancouver, of course, there is some unemployment, but it is believed that with the progress of the summer this will be taken care of. Business, Mr. Loggie states, is now on a much more stable basis in the West, and merchants and tradesmen generally are meeting their payments much more promptly than was the case in the early stages of the war, when the West was generally depressed. Mr. Loggie was able to secure the agency of some additional lines which he expects will be big sellers. Mr. Loggie will shortly be leaving on a similar trip to the Maritime Provinces.

NATIONAL CASH REGISTER SALES- MEN MEET IN TORONTO

At a recent meeting of salesmen of the National Cash Register Company for the Toronto district, at Toronto, the men were addressed by F. B. Patterson of the company, Dayton, Ohio, who has taken over the reins of management of the company. Mr. Patterson is very optimistic as to the future of Canada, believing that the war has done much to advertise the Dominion.

While here Mr. Patterson arranged a new schedule for the factory employees, which shortened the hours of work considerably, and also arranged for the general betterment of working conditions in their Canadian factory at West Toronto.

ROBERT HENRY & SON TO MOVE TO WINDSOR

Robert Henry & Son, of Brantford, Ont., who represent the British Columbia Packing Association in the East, are moving on or about June 1st to Windsor, Ont.

Favor Exclusive Brands Confectionery

Merchants Favor Lines That Can Not Readily be Obtained Elsewhere in the District or Town

TO get a line of confectionery that everyone is not handling, is one of the important factors in developing a business in these goods, according to many retailers. It was this consideration that induced Charles Shields, Queen Street west, Toronto, to specialize on the sales of ———.

"There are a number of different brands," he stated, "that are probably of about equal excellence, but when people become acquainted with a particular line, they are inclined to continue to purchase it. We put a good deal of effort in the displaying and selling of these goods, and we did not want to have a line that the customer could go next door and purchase as readily as he or she could from us. For that reason we have stocked this line and make it a leader. That means that all repeat orders come to us and help to develop this business for us.

"Of course we have had to introduce the goods in the first instance, but we have chosen a brand with an established reputation for quality, and we can readily sell this line to anyone interested in boxed chocolates."

At present this particular brand is being given considerable general publicity, but whether this is the case or not, Mr. Shields can induce nearly all his customers to accept it and get repeat business.

"Then we do a big trade in bulk candies, and we always tie these up with the name of the maker in all our display cards in the windows so that our customers have grown accustomed to the name and have appreciated the quality and are inclined to buy this brand again. With some of the other brands anyone desiring these particularly could drop into almost any drug or confectionery store in the neighborhood and get them. But we are the sole handlers of this particular brand in our vicinity, so the trade that we create remains with us.

"That is our main reason for featuring this brand; that, and the fact that we believe it to be one of the very best available.

"Of course we handle a minor assortment of other brands in other kinds of candy, but we build our trade on this one line, and have found that this is the best policy. We seldom lose a sale to a customer as we can usually convince anyone that the brand we carry is as good as anything he or she could want. Even if we did lose a sale now and then, we believe it would be better than to lose the repeat orders that come

THE VALUE OF EXCLUSIVE BRANDS

In practically all the interviews described, while several brands of confectionery in boxes might be handled the facts show that one of these brands holds the predominant place. Most of the retailers interviewed point to the necessity of keeping stocks low, and obtaining supplies frequently. This, they claim, not only necessitates the specializing on one brand, if a fair sized stock is to be carried, but it is one of the important factors in deciding the choice of that brand. Other things being equal the merchant usually chooses a brand that is most readily obtainable at all times.

from handling an exclusive line so far as this district is concerned."

James L. Hewson, Oakville, Ont., for a long time handled ———, but found that customers could get this at a number of other places. So he began to stock ——— which has now become the largest part of his trade. Both these lines are prominently displayed in an attractive show case at the front of the store. "This is the only way," stated Mr. Hewson, "that a business in this line can be built up by keeping the goods in the best of condition, and well displayed, and by always standing behind them. For that reason, you have to have a line that you can stand behind. If a customer finds fault with a box of candies, we at once give her another, and do so with a good grace. You must be willing to do this or your business will be inclined to drift away.

"We have handled other lines. We used at one time to handle a large quantity of ———. One day a customer complained of this line. We suggested that she take another box and open it before she left the store. She did so, and for some reason the box was certainly not what it should have been. We knew that this firm put up good stock, and that the condition was one that might have happened to any chocolates offered, but we discontinued this line at once. The report would have spread about, and it would have been poor business to continue it, even though we have helped to popularize it.

"We also handled ——— at one time, but found difficulty in getting deliveries in a satisfactory way. With the two lines on which we now specialize we can get the very best of service and so have devoted our attention to them.

"In bulk chocolates we handle ———. I used to know the maker when he first started in business in a very small way, and I know that his product is one of the best. We can get delivery at any time and in any quantity, and as in

Telephone Business in Candies Gives Grocer Opportunity to Decide on Brand His Customers Get.

handling candy it is essential to keep the stock moving, the matter of prompt service is probably of more importance here than in any other line."

SELLING CANDY BY PHONE

In answer to CANADIAN GROCER'S question, as to what his sales of confectionery would amount to, in the course of a year, Mr. Limoges, of Limoges Bros., 2000 Hutchison Street, Montreal, said they would run about \$2,000.

The department is well appointed, and there is every reason why the trade will increase. Two silent salesmen are given over to display, and these are attractively filled with boxed and bulk candy. The sale of this line is much easier, with this suggestion ever before the visiting customer.

"We sell much candy through the use of the telephone," said Mr. Limoges. "A customer will say, 'Send me a pound box of candy with the order.'"

In response to a question as to what lines were carried and to what lines they gave preference, Mr. Limoges replied that but one line was really got behind, and that this was found satisfactory. "We push only ———," he said.

Another brand was noticed in the case, and reference was made to this fact, but Mr. Limoges stated that they did not push this brand. "We sell ——— because it is a good reliable candy, and we make a good profit on it," he stated. "Our customers," he said, "are well pleased to leave the choice with us, especially when the telephone is used in ordering. Some of our customers have now got into the habit of asking for this brand over the telephone."

Margin of Profit a Large Factor

In this case, the line that was not being pushed is one which had, at one time, a great deal of publicity given it. It is one of the best-known brands in Canada and the United States. Still, the other make is being pushed by this grocer, because he was convinced for various reasons the line was the one he should get behind and particularly because the profit he made was large. This, when the quality suited the grocer, was an important factor in making one's choice of a line.

Bray Bros., Reg'd, of Sherbrooke, Quebec, have a candy department that pays well. Its arrangement is such that sales must really increase, for to look at the display is to be almost, if not fully, persuaded to buy.

In speaking with one of the salesladies there, the writer was told that considerable business developed over the telephone. "We handle just one line, ———,"

CANADIAN GROCER

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ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President

H. T. HUNTER - - - - Vice-President

H. V. TYRRELL - - - - General Manager

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IT PAYS TO ADVERTISE

ARE you keeping your name and the name of your store before the buying public all the year round. Advertising knows no seasons. It is good business for you to keep seasonable lines to the fore, but unless you keep your store before the people all the time you are not going to get the profits you would otherwise. Attractive advertising keeps everlastingly at it. It works twenty-four hours a day and seven days a week. It never stops. People will see your name on your window or your sign above your door and forget, but if they see your advertisement continually, your name and your store becomes fastened in their minds. If you back your advertising with goods and good service the results will be apparent in steadily growing business and more and more profits.

A MISTAKEN OPINION

THERE are still merchants who persist in believing that advertising increases the cost of goods. "Of course," they say, "that line is expensive. Look at the money they have spent in advertising it." That sounds a plausible argument on the face of things. Money has been expended, and just off-hand it seems reasonable enough to suppose that

this expense must be added to the cost of the goods.

Yet every merchant knows that as his turnover increases, his percentage of cost decreases, because it is spread over a larger volume of business. The firms that spend large sums of money to popularize a line, do so with the full knowledge that this publicity will mean bigger business.

One of the large orange distributing corporations has spent millions of money in cultivating the sale of citrus fruits. Yet the oranges distributed by this corporation can be bought at exactly the same figure, quality for quality, as fruit that is sold without a cent spent on advertising.

The reason is plain. This advertising campaign has increased the consumption of these oranges from ten million boxes to eighteen million, while the other selling expenses remain fairly standard. Nobody pays for the advertising. It pays for itself.

LARGE SIZES ALWAYS SUGGESTED

A DRUGGIST in a small Canadian town stated to CANADIAN GROCER recently that if his store depended only on the actual demands of customers, the sales would be very skimpy compared to one, two, three and four years ago.

"We are always trying to work on the most improved methods, in salesmanship," he said. "We endeavor to increase our sales by suggestion and always offering, for instance, the largest article of its kind. We show a \$1 size bottle instead of a 50c size unless we are asked particularly for it. We figure on at least \$5 extra each day in this way. We have a list made out for the clerks and they are familiar with the largest sizes.

"Then again they are never to sell a tooth brush without suggesting tooth powder. Kidney pills go with plasters; writing paper with ink; cough syrups and cold tablets, etc. Then, too, we often take something new, for example, a new hand lotion and show it to every man and woman coming into the store that particular day. Sometimes of course we are busy and haven't the time, but we always count on making a nice additional sum each day in sales over and above what customers actually ask for."

Every merchant and salesman behind the counter should realize that the only store that can make an outstanding success in retailing, is the one that adopts this method. If only goods asked for are sold, sales during the day must naturally be limited. It is the dealer and clerk who makes the suggestion that the customer take something additional, something new, seasonable or associated with the line bought, whose sales show up to advantage when the day's work is over.



Says Real Preference For Canada's Goods

Canada's Products Get Warm Welcome in Great Britain—
Should be Permanent—Exchange Situation a Benefit
to Canadian Manufacturer—Should Develop
Export Knowledge

GEORGE S. DINGLE, managing director of the British Merchants Incorporated (Canada), Ltd., says that there is an unquestionable preference in Great Britain for Canadian goods. "When you hear the Britisher saying to mark your goods: 'Made in Canada,'" said Mr. Dingle, "you may be sure that there is a real preference, and that is just the attitude. He really wants the Canadian-made goods."

Mr. Dingle has been in touch with conditions in England, and has been there from time to time during the war. He just recently returned from the Motherland, and believes that there is good prospect for export business continuing. To what extent it can be developed and how long it will last, will, in large measure, depend upon the Canadian manufacturer himself, Mr. Dingle thinks.

Canadian Chocolates in Demand

One of the lines which has taken well in that country, is Canadian-made chocolates. Mr. Dingle believes that there is a permanent market there for this product, and especially for the better grades. He is confident that the business can be maintained if care is exercised.

Must Study Exporting

It will seem that the Canadian manufacturer of some products, if not of all of them, must learn a good deal regarding exporting to other countries. Mr. Dingle is sure that he must wake to the opportunity which confronts him, and if he does this, there will be little doubt as to the results. The bonds that have been so cemented as a result of the war will not soon be forgotten and now that opportunity for a practical demonstration of the extent of feeling which Canada's loyalty engendered presents itself, Mr. Dingle believes that full proof of the extent of this feeling will not be lacking.

It may be that the Canadian exporter is confronted with a brand new experience in catering to the export business that is now coming his way. In any case, he must immediately accustom himself to the change, and aggressively apply his energy to looking well after the new and profitable business that is coming his way.

"There should be standardization of packages and also a high standard of quality maintained," said Mr. Dingle. "These are important considerations that must not be overlooked."

Cereals—Fish—Canned Goods

Questioned as to the nature of the exports that will be likely to find a ready and permanent sale in England. Mr. Dingle thought that the primary food-stuffs would be the leaders. "There will

be a big demand for canned vegetables and fruits," he said. "There is some canning done in England, of course, but this does not begin to meet requirement. Then there will be good sale for canned fish. Cereals will be very popular, and for these there will be a large sale. This, being a natural product, will be one of the big lines that ought to sell well in England right along."

Exchange Favors Canada

"One of the big things which is favorable at the present time, when considering this matter," continued Mr. Dingle, "is that of the difference in exchange. A difference of two and one

half per cent. is a big consideration, and it works greatly to the advantage of the buyer there to purchase in Canada rather than in the United States. And just how long that unfavorable exchange situation will continue, no one can tell. It is really a benefit to Canada."

Just at the present time one of the greatest difficulties in Great Britain, Mr. Dingle said, was that of labor trouble. This took different forms, and many of those, for instance, who had been engaged in making munitions, were not now anxious to work at all, not for the present at least. It therefore meant that the British manufacturer could not get all the labor he needed, and this worked to the advantage, in a number of cases, of the Canadian manufacturer. Later on, some of the business now obtainable, would, of course, not be available, but there would be plenty of business, if it were seriously sought. It was up to the manufacturer himself to go after it with a will, and results would soon follow.

Advise Early Orders of Prunes and Apricots

Prices on Prunes Will Probably be Favorable But Heavy Export Demand Suggests the Wisdom of Assuring Supplies—Quotation on Apricots Will Likely be High

CANADIAN representatives of the California Prune and Apricot Association are not perturbed by the announcement from New York, that the independents had advanced their quotations on prune futures from a half to one per cent. per pound. The Association will not announce their price until the middle of June or the first part of July. They are continuing to book orders on the basis of the first quotation announced. The Association controls a large part of the total crop of California, and as this year the crop promises to be a bountiful one it is believed that the price will be attractive. The first price will be the best one and it undoubtedly would be a wise policy on the part of wholesalers and other dealers to book their orders at this quotation. Present prospects point to an output this year of 250,000,000 pounds, and with this in sight, there is reason to believe that the price will be a favorable one. The Packing Corporation of New York, is now quoting from 12 to 12½ cents. bulk basis, taking into account the recent advance.

Toronto representatives of the Growers' Association believe that the allotment for this country will be a heavy one, and have already booked big orders. The European demand is also expected to be expensive, as the demand for dried fruits for overseas account has developed enormously in the past few months. Dealers will do well to be assured of ample supplies for Canadian consumption.

Removal of War Tax Would Lower Price

Another factor that would contribute to holding the price of prunes at lower

levels, is the likelihood that the Dominion Government may remove the war tax on imports, which at the present time amounts to 7½ per cent. Should this be removed it will mean a cent lower on quotations of prunes and 1½ cents on apricots.

The situation in regard to apricots is that quotations are likely to be high. The New York Packing Corporation has advanced quotations on all future apricots two cents per pound. The new crop should be on the market the end of July or early in August. Recent quotations at New York on spot apricots were 26½ cents for choice, 28 cents for extra choice and 30 cents for fancy. Sales were made at these figures.

WILL PROSECUTE FRAUDULENT FAILURES

At a meeting of the executive committee of the Merchants' Association of Montreal held recently, a report from the committee of interested merchants was approved, and as a result, the association will undertake the prosecution of parties who defraud their creditors. The matter of fraudulent failures has always been a serious problem with merchants, and the Merchants' Association is now putting on foot a movement intended to effectively deal with it. A sum of \$25,000 will be available to prosecute any fraudulent debtor. The fund will not be actually collected, but 500 merchants will subscribe \$50 each, subject to call as required. The fund will not be called on until it has all been subscribed, but the committee in charge does not anticipate any difficulty whatever in this direction.

Excitement Stirring in Binder Twine

Buying by Farmers' Clubs
Results in Dealers' Cancellations—The Farmers' Proposition Has Flaws—Retailer Here to Stay.

BINDER twine is perhaps causing as much excitement as any other one item related to the general store trade, and the reason is not hard to find. The United Farmers of Ontario have purchased in the neighborhood of 1,000 tons for distributing to their local branches, and this quantity represents quite a percentage of the volume of binder twine sold in the province of Ontario. The result of this move has been that a greater number of retailers have sent in cancellations of their bookings with the manufacturers and are stepping out of the sales arena altogether.

Whether this attitude is the one which should be adopted without a thorough investigation into the methods under which the farmer buys his twine is just a question. It is a case of giving up the ghost when the outlook may not be quite so black as would appear from first impressions.

Canadian Manufacturers' Stand

It might be well to point out where the Canadian manufacturers stood when approached by the representatives of the farmers with orders. The Canadian manufacturers were a unit in refusing to sell to the organization, one firm stating to CANADIAN GROCER that they had turned down an order for 600 tons. Their reason and that of the other manufacturers was simply that the dealer had handled the business satisfactorily; he was operating on a small margin, and they felt that the dealer should be protected. The Farmers' Association representative then went to Chicago, where an initial order for 600 tons, it is understood, was placed with the International Harvester Co., and this was later increased to 1,000 tons. The price at which they bought is supposed to be pretty close to that paid by the retail merchant for his supplies from the Canadian manufacturer.

Dealers Can Compete

In talking with a representative of one of the large Canadian companies, CANADIAN GROCER was told that the dealers, by buying early, could, when selling on exactly the same basis as that governing sales by the United Farmers to their members, be in a position to compete. The transaction would not show much profit, it is true, but the business would be going through the legitimate channels.

The Farmer's Proposition

Consider what the farmer does when

he buys through the organization. He pays 10 per cent. cash down when he places his order; the minimum amount he can buy is 50 pounds, there are no broken packages; at the tail end of the season he cannot secure one or two balls of twine to complete his harvesting, he has to arrange to come into town on the day the car arrives to take delivery.

Not a Favorable Arrangement

Now this is not the most favorable arrangement for any buyer to be placed in with any line of goods. In the first place, should the price decline he has to pay the high price—the dealer would probably protect the farmer against a decline. The farmer buys 50 or 100 pounds of twine, whatever he considers he may need—if it is a bad season and he has 25 pounds left over he is again facing a possible decline in the price. On an advancing market this might be all right, but it seems as though the peak must have been reached and lower prices may be expected.

Then again it may be a good season—the farmer may want 10 or 20 pounds more of twine to complete operations. Where is he going to get it if the dealer is eliminated—will he want to buy 50 pounds from the association, and isn't it more than likely that he may find the association supplies exhausted? Is this a good proposition?

There is also the question of delivery. The farmer may be compelled to lose two or three hours, or even half a day, coming into town to get his twine, which will cost him more than the total value of the twine, let alone any $\frac{1}{4}$ c or $\frac{1}{2}$ c he might pay the merchant for carrying the stock. He also has to complete payment—there is no putting off the evil day to see how the crop turns out, and if it is a bad one, making an excuse to withhold payment of the account as he would the merchant.

Merchant Sell on Same Basis

The merchant may say the line isn't worth handling, and that he doesn't make any money on it, but it is quite apparent when the business threatens to get away from him that he is not pleased. The way to handle the business is on the same basis exactly that the association handles it. The farmer must feel that is fair, and cannot object to the merchant operating along the same line. Probably a small premium could be charged for broken lots, and

most certainly the man wanting credit should be charged for it.

Retailer Not to be Eliminated

In the smaller towns, depending as they do to a great extent on the farmers for their trade, the merchant may not want to antagonize them. There should be no objection to handling the business, however, in a businesslike way, and in spite of the activities of the farmers' clubs, the retailer is not going to be eliminated. Whether the merchant wants it or not there is a field for him in handling twine—where a line such as that is sold in competition with the world he cannot expect a big margin of profit. Quick turnover on a cash basis is the answer; the manufacturers have endeavored to protect the merchant—is the merchant going to carry on or let the business slide?

Prior to the war there was a considerable amount of binder twine imported from the Old Country, and it has been hinted that an effort to secure supplies in that market will be made next year.

The farmers' organizations out West have been handling twine for quite a number of years, but this is the first time that the Ontario farmer has been a factor in handling any large quantity through the organization to which he now lends his support. What the future will bring forth is still problematical.

CALIFORNIA VALENCIA ORANGE CROP ONLY SLIGHTLY DAM- AGED BY FROST

Encouraging reports come from all parts of the California Valencia orange district, indicating that no serious damage has been done in the Porterville district by cold weather to the Valencia crop. Packing will probably be under way in all houses in that district soon. According to the shippers, practically all the foothill fruit has escaped damage, and only a small percentage of the crop from the low lying lands appears to be affected.

DAY AND MARTIN AMALGAMATION

Day and Martin, Ltd., boot polish manufacturers, have formed an alliance with the firm of Harreaves Bros. and Co., Ltd., of Hull, England.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Thomas J. Brown, groceries and meats, Halifax, N.S., has discontinued business and has been succeeded by the Spring Garden Grocery.

QUEBEC

Wm. Haynes, grocer, Montreal, has sold his stock.

Joseph Brown, general merchant, St. Claire, is dead.

F. W. Field, British Trade Commissioner of Toronto, was in Montreal this week.

M. A. Wick, fish producer of Anse a Baufils, Gaspé coast, was a Montreal visitor last week.

J. A. Gagnon, Loretteville, has registered as a grocer under that name.

S. Anderson, general merchant, Aylwin, has been succeeded by Wm. Feller. Rochon & Co., general merchants, Abbotsford, have sold to W. Richard.

Weaver & Gelin, grocers, Three Rivers, have dissolved partnership. J. Albert Weaver has been registered in the grocery business under that name.

Alex. Davidson, for 19 years associated with Fraser, Viger & Co., Montreal, has opened a store at 4907 Sherbrooke St. West, Westmount.

The Wm. Davies retail stores in Montreal announce that they will be closed on Monday afternoons. This is their usual policy in the summer season.

C. A. Dewar of Charles Dewar & Son, general merchants, Chelsea, is dead.

The lot on the south corner of George and Wentworth streets, Sydney, N.S., has been purchased from A. N. McLennan and a modern grocery store will be erected on it by the T. F. Fortune Company.

Work is being resumed on the huge examining warehouse at Montreal, the contract being in the hands of P. Lvall & Sons. This is a huge piece of work and is urgently required, it is stated, for the purposes of the Canadian Government Customs examiners.

Antoine Limoges, of Z. Limoges, Enreg'd, wholesale produce, Montreal, was married on April 30 to Miss Bastien. The happy couple have been spending their honeymoon in New York, Chicago, and other United States points and returned to Montreal a few days ago, where they will reside.

Chas. P. MacLair, manager of the old Fraser-Viger grocery business at 211 St. James Street, Montreal, has reopened at this address, and is conducting the business under his own name. Mr. MacLair's long experience and close connection with the trade in Montreal will doubtless be of service to him in his new venture, and in which his friends will wish him every success.

ONTARIO

Jos. Barron, Toronto, has sold to C. C. Norris.

H. E. Etwell, grocer, Hamilton, has sold out.

A. R. Phipps, St. Catharines, has sold to E. A. Doan.

Fred. Zurhurst, Toronto, has sold to W. J. Irwin.

G. C. Hardy, Toronto, has sold to F. Shouldice.

Fred. Adams, Toronto, has sold to Donnell & Perry.

Thos. Yazbeck, Wallaceburg, has sold to Jos. Chistes.

Gordon Porter, Wallaceburg, has sold to J. C. Harper.

H. E. Etwell, grocer, Hamilton, has sold to John Currie.

Arthur Henderson, grocer, Dresden, has sold to W. R. Watson.

Mrs. Louisa Rook, Toronto, has sold to Trumpour Bros.

Wiley & Wiley have opened a new grocery store at Nottawa.

Charles Genge, grocer, Glencoe, has sold to Irvine Kerr.

W. J. Strachan, grocer, Glencoe, has sold to Charles George.

George Riddell, general merchant, Cuts, has sold to E. Amer.

Stanley McKinley, grocer, Duncrief, has sold to Daniel Freeman.

Gurnett & Son, general store, Ancaster, has sold to J. E. Hill.

John Simpson, general merchant, Rockton, has sold to Wm. Wood.

E. H. Crompton, grocer, Bothwell, has sold to McMullan and McRoberts.

J. H. Drumm, grocer, Toronto, has sold to G. V. Plankenhorn.

H. W. Kniffin, general merchant, Forestville, has sold to H. Sellars.

J. Rov Kelly, general merchant, Sombra, has sold to John Brownlee.

R. Pierson, groceries and meats, St. Catharines, has sold to Hawke Bros.

L. Alexander, general merchant, Adelaide, is reported to have sold to J. Muxlow.

C. H. Wheatley has opened a new grocery store at 680 Pape Avenue, Toronto.

J. W. McGaffey, general merchant, Cottam, is reported to have sold to L. A. Nichols.

Geo. Frost has purchased the grocery business formerly conducted by H. B. Watts, 1043 Gerrard Street, Toronto.

Fire, which broke out in John Burke's general grocery store and postoffice in the village of Erindale, completely destroyed that building together with all the contents, and spreading to the Erindale Hotel, kept by George Merrydew, likewise completely destroying that and the Town Hall adjoining, entailing a loss estimated at from \$40,000 to \$45,000.

H. B. Watts, formerly of 1043 Gerrard Street, Toronto, has moved to a new store at 821 Pape avenue.

Patrick O'Dwyer, of the general store of O'Dwyer & Joy, Strathroy, died recently.

D. M. Whelan, formerly manager of the H. J. Daly Company, Ltd., in their grocery department, has joined the staff of T. J. Nagle, corner Elgin and Cooper Streets, Ottawa.

C. H. Meyer, who carried on a grocery and confectionery business at Meaford, Ont., for many years, died recently in his 59th year. He has been ailing for a long time with heart trouble.

J. B. Folk has been appointed secretary of the Grocers' section, Retail Merchants' Association, Toronto. Mr. Folk has been a travelling salesman for a number of years, having been with Telfer Bros., biscuit manufacturers, for a long time.

A meeting of the merchants of Carleton Place was held recently at Carleton Place, Ont. It was addressed by J. C. Campbell, of Ottawa, the district secretary, when it is hoped to organize a branch of the Retail Merchants' Association there.

JOSEPH A. KILROY, WINDSOR, ONT. DIES

Was Formerly Proprietor of the City's Finest Grocery Store

Joseph A. Kilroy, who at one time owned one of the largest grocery stores in Windsor, Ont., passed away on Wednesday last in that city, in his 67th year, from an attack of pneumonia.

Born sixty-five years ago at Lockport, N. Y., Mr. Kilroy was a son of the late John Kilroy. He came to Canada in 1857, living with his parents at Maidstone, twelve miles east of Windsor.

After leaving school he took an active interest in the formation of a Labor party in Western Ontario.

He was also at one time proprietor of a weekly newspaper.

His wife, Mrs. Katherine Kilroy, and one sister, Mrs. Marion St. Louis of Detroit, survive.

TORONTO WHOLESALE CELEBRATES GOLDEN WEDDING

Mr. and Mrs. James Lumbers celebrated their Golden Wedding on May 5.

Mr. Lumbers was born in Toronto and has spent all his life in the city and is one of the longest established business men in the community. Mr. Lumbers is still in active business and is head of one of the oldest wholesale grocery firms in the country, the James Lumbers Company, Ltd., of Front Street East, Toronto.

THE WM. NEILSON CO. ENLARGE FACTORY

The Wm. Neilson Company, Toronto, are building an addition to their present factory on Gladstone Avenue. It will be 110 feet wide by 220 feet deep and five storeys high. It will be a steel frame construction with brick walls. The excavation work is completed and construction on the building will commence at once. It is expected to be ready by September 1.

OFFICERS OF LUNENBURG R.M.A. ELECTED

At a meeting of the Retail Merchants' Association at Lunenburg, N.S., the following officers were elected for their local branch:

President, Geo. W. Silver.
First Vice-president, W. T. Power.
Second Vice-president, Alex. Sodero.
Secretary, C. J. Morrow.
Treasurer, L. L. Hebb.
Executive: J. S. Meisner, Chas. Himelman, Moyal Smith, F. G. Smith.

BRIDGEWATER, N.S., R. M. A. ELECT OFFICERS

At a meeting held by the Retail Merchants' Association of Canada on May 5, at Bridgewater, N.S., the following officers were elected for their local branch:

President, M. A. Doucotte.
First Vice-president, A. C. Barnaby.
Second Vice-president, Robt. Dawson.
Secretary, H. A. Manning (Crower Furniture Co.).
Treasurer, J. T. Elsworth.
Executive Committee: G. A. Hubley, L. H. Hall, C. N. Crowe.

The meeting night was decided on to be the fourth Monday of each month, the first meeting to be on the 23rd of June.

Arrangements were made for a banquet to be held at the Fairview Hotel.

NEW TORONTO WHOLESALE GROCERY SECURES CHARTER

The York Trading Co., a New Wholesale Concern Started by a Number of Retail Grocers of Toronto, Now Open for Business

Toronto, May 15 (Special).—Brief mention was made in last week's issue of a new wholesale grocery company having been formed here under the name of the York Trading Co.

Robt. Dowson, Danforth Ave., and a retail grocer of long standing, is the president, and Donald McLean, Roncesvalles Ave., who has been in the retail business in Toronto about twenty-five years, is the vice-president. James Vair is the manager. The directors are the president, vice-president, and W. J. Nicols, Queen Street East; John Blood, Huron Street, and Jerry Burns, Dundas Street East, all retailers.

President Robert Dowson stated to CANADIAN GROCER the company had secured an Ontario charter, and that while business so far was local, they would be accepting orders from anywhere in the province. The capitalization is \$100,000, shares being \$100 each.

While the directors and stock subscribers so far included only retailers, there would be no restrictions as far as shareholders were concerned. Any retailer or anyone else in good standing may purchase stock. Mr. Dowson made it clear that the stock was not restricted to retailers. He also said it was purely a wholesale grocery company buying from manufacturers and selling to retailers.

WILL REPRESENT PACKERS

Robert J. McLaughlin of Lindsay, a member of the firm of McLaughlin, Johnston, Moorhead and Macaulay, barristers, 120 Bay Street, has been selected to represent the packers on the Board of Conciliation which will deal with the grievances of the employees.

WITH \$2,500,000 CAPITAL

Business of W. C. Macdonald Reg'd Now Incorporated

Notice is appearing in the Quebec Official Gazette to the effect that Letters Patent under the Quebec Companies Act have been issued incorporating W. C. Macdonald Reg'd into a company.

The company takes over the old established business founded many years ago by the late Sir Wm. C. Macdonald, as manufacturers of and dealers in tobacco.

The partners of W. C. Macdonald Reg'd were T. Howard Stewart and Walter M. Stewart, who inherited the business in question from the late Sir Wm. C. Macdonald. It is understood that the object of incorporation is the continuation of the business by the Messrs. Stewart as heretofore, and has particularly in view the perpetuation of the name of the late Sir Wm. C. Macdonald who was so long connected therewith.

The incorporation of the business in question has no financial significance whatsoever. The capital of \$2,500,000 is held and will be continued to be held solely by the Messrs. Stewart and members of their respective families.

T. Howard Stewart is the president of the new company. Walter M. Stewart the vice-president and Thomas Caverhill the secretary-treasurer.

HAROLD F. RITCHIE CO. TO OPEN LONDON, ENG., OFFICE

The Harold F. Ritchie Co., Ltd., 10-12 McCaul street, Toronto, dealers in grocery specialties, is about to open an office in London, England. L. J. Sheather, who has been in charge of the export end of the business in Toronto, is now on his way to England, where he will be attached to the staff of the company there. Harold F. Ritchie, who has just recently returned from the Old Country, is now in New York, in connection with the business of the firm. He expects to return to the Old Country next month.

MONTREAL MAN WEBS

Grover S. Sargent, manager of Argyll Bute, Montreal, was married on April 23 at Emmanuel Church, by the Rev. George Adam, to Miss Louis Fee Robertson, also of Montreal. Mr. and Mrs.

Sargent spent their honeymoon in Western points and will reside in Montreal.

TORONTO GROCERS MEET

At the regular monthly meeting of the Toronto grocers' section of the Retail Merchants' Association held this week, several matters of importance to the trade were discussed. The special committee appointed to wait on the biscuit manufacturers, in regard to securing a profitable margin on biscuits, reported that the manufacturers had promised their hearty co-operation in the matter and would do all in their power to so regulate their prices as to make them standard to all. The report that some dealers were also underselling on charcoal was taken up, but it was pointed out that the Charcoal Supply Co. could do nothing in the matter. The company had no power to prevent the retailer from selling at an unprofitable figure if he so desired. At one time they could have refused to sell to them, but, according to the regulations of the fuel commission, they are now bound to supply them, irrespective of the fact that they undersell.

The subject of short weight bread and flour was also discussed at some length, and while some urged that the milling companies be written in regard to the matter, and informed that they will have to be responsible for short weight flour, this was considered rather a derogatory course to pursue, and a more tactful procedure was suggested. One grocer believed the best way would be to call up the mill and tell them that flour had been delivered shortweight, and ask them to come and take it away. The matter was finally left to the judgment of the individual concerned.

As a means whereby the membership of the grocers' section of the association might be increased, the secretary, J. B. Folk, outlined a plan. On his suggestion he was given power to mail 2,000 copies of an article by Henry Johnson, Jr., that recently appeared in the CANADIAN GROCER, on the subject of underselling, to prospective members.

A pure food products demonstration, to which the members of the grocers' section and their wives are invited, will be held next Monday evening. The announcement was made by the president, Robert Dowson, who was in the chair, that the by-law covering early closing was proceeding, and would soon be ready to be enforced.

SHORT WEIGHT BUTTER IN LONDON, ONT., MARKET

The seizure by the police of London, Ont., of a quantity of short weight butter, will lead to the prosecution of several farmers, who, it is alleged, have been selling short weight in that market.

Thirty-five pounds of alleged short weight butter were seized from one seller a week ago, and this week another lot of 43 pounds was weighed and confiscated.

NEWS FROM WESTERN CANADA

Western

M. S. Leetham, general merchant, Harris, Alta., has sold.

Jos. Mawhinney, grocer, Frobisher, Sask., has sold to F. C. Rennie.

A. H. Lewis, of MacLure of Langley, Ltd., was in Winnipeg last week.

H. B. Greer, general merchant, Milestone, Sask., has sold to S. Cameron.

A. M. Boegel, general merchant, Waldron, Sask., has sold to F. W. Speak.

R. H. Scott, general merchant, Isabella, Man., has sold to A. E. Brod.

An official from the Brantford Scale Co., is travelling in Western Canada.

S. Baddad, general merchant, Melaval, has been succeeded by L. R. Bouchard.

Mr. Matthews, of the Barr Registers Ltd., was a visitor in Winnipeg last week.

Thomas Lee, cigar manufacturer, Winnipeg, has been laid up with a serious illness.

Lalonde & Co., general merchants, Marcelin, Sask., has advertised his business for sale.

L. Wohlman, general merchant, Perdue, Alta., has opened a branch at Harris, Sask.

Frank Mutton, general manager of the Dayton Scale Co., is expected in Winnipeg this week.

The Thompson Co., Ltd., general merchants, Bruce, Alta., have been succeeded by R. N. S. Bowen.

A. C. Gerow, general merchant, Beatty, Sask., has been succeeded by the Dafoe, Hygland Hardware Co.

W. J. Clement will have charge of the Groceteria service of the Red Deer Dairy Products Co. at Red Deer, Alta.

Mr. Philip Brotman, of Brotman Bros., Winnipeg, was in Regina and other Western points last week.

Alex. McRae of the North End store, Red Deer, Sask., has sold out the business to Mr. Wm. Mohring, of North Red Deer.

John McGie, who has been in charge of the Brumpton & Gaetz grocery department, Red Deer, Alta., is returning to Scotland soon.

Alan Screaton, son of Sydney Screaton, of Mason & Hickey, Winnipeg, won a German helmet for the best composition written in connection with the competition held by the Winnipeg "Tribune."

Pte. Chas. Waller, for some time in the employ of W. A. Carwell & Co.'s general store, Qu' Appelle, returned there recently after having been overseas for some time.

Harold F. Crone, who, for some time past, has been associated with the McLean Grocery, Moose Jaw, Sask., is leaving shortly for a three months' visit to his home in England.

Sydney Pascall, head of the well-known English manufacturing firm, makers of confectionery novelties, etc., is passing through Western Canada on a

flying visit to Canadian representatives of this firm. He will afterwards visit United States. Mr. Pascall during the war served with the British army, having held a high rank at the conclusion of hostilities.

The store formerly occupied by the late Thomas Holmes, 1330 Central Ave., Prince Albert, Sask., has been reopened by E. W. Hall, with an entirely new stock of groceries, and will be carried on in future under the name of "The Central Grocery." Mr. Hall has retained the services of Miss Ada Parker, who lately managed the business of Mr. Holmes.

A representative for CANADIAN GROCER arrived in Winnipeg this week after travelling over the Pembina Line as far as Napinka and back by Brandon. He stated that crop conditions up to the present were unusually good, the ground being in fine condition, and most of the seed in. There was sufficient moisture to give the seed a good start, and if there was no more rain for three weeks, the ground was in condition to grow the grain without another bit of rain.

Our representative stated that a large quantity of coarse grains would be going in before long. The wheat in most sections was practically all in. There was a feeling of optimism everywhere on the part of both farmers and business men on account of spring weather prospects being so good. He met one farmer at Pilot Mound, who with two seeding outfits had put in fifty-two acres a day, and have put in all together over five hundred acres. This shows that the ground was in good condition, otherwise it could not have been done.

New Firm of Brokers

Macdonald and Adams Co. have opened as grocery brokers and manufacturers' agents at 502 Avenue Bldg., Winnipeg. G. E. Macdonald was formerly buyer for Richards & Brown Ltd., Winnipeg. Mr. R. Adams was connected with the Grain Exchange. Both have just returned from France. They have already arranged to represent some well-known lines in the West.

FORMER TORONTO GROCERY WHOLESALE DIES IN CALGARY

John W. Lang, formerly associated with the late Thos. Kinnear in the wholesale grocery business in Toronto, and for many years head of the J. W. Lang & Co., wholesale grocers, Front street, Toronto, died suddenly in Calgary on May 3.

The deceased was born at Armagh, Ireland, in 1848, but spent practically the whole of his life in Canada.

He was a member of the Toronto Board of Trade. He was a veteran of the Fen-

ian raid, having served with the Queen's Own Rifles in 1866.

His wife predeceased him last November. He leaves two daughters and two sons.

A. W. FORSYTH GOES TO SWIFT CURRENT

A. W. Forsyth arrived in Swift Current, Sask., from Prince Albert, to assume the managership of the wholesale grocery of Macdonald-Crawford, Ltd., at the end of the month, when Neil Brown, who has held that position for some time, will assume the management of the Saskatoon branch of the same concern. Mr. Forsyth is well known in the city, having formerly been assistant manager at the Swift Current Grocery Co., for a year and a half, leaving that position to take the managership of Macdonald-Crawford at Prince Albert about a year ago.

WESTERN PICKLING WORKS MOVES QUARTERS

The Western Pickling Works, Victoria, British Columbia, of which L. D. Rines is the managing director, moved to their new quarters, 910 View Street, on May 1, from their old location, 851 Fisgard Street.

The Haggarty building is the name of the premises where the pickling works will be housed. It is three stories and basement, which gives the firm the additional room that has been urgently required for some time past.

WESTERN FRUIT JOBBERS ORGANIZE

At a meeting of the wholesale fruit jobbers of Western Canada, held at Calgary recently, the Western Canada Fruit Jobbers' Association was formed. The object of this association, as stated by local officials, is to promote the interests of those engaged in the fruit business by, among other things, securing the standardization of grades, weights and measures, by securing more satisfactory transportation arrangements, by securing favorable legislation, etc. The statement is made that it is not intended that there should be any consideration of price fixing, and that the association will carry on the operations largely along educational lines. At the organization meeting, C. W. L. MacKelvie, manager of the Scott Fruit Co., was appointed temporary secretary, and will hold that office until the appointment of a permanent paid secretary, which will be effected at the next meeting of the association, to be held in Saskatoon on June 2 and 3.

The officers of the association are as follows: President, S. S. Savage, of

Plunkett & Savage, Calgary; vice-presidents, C. Wilkins, Victoria Fruit Co., Edmonton; B. A. Balmain, Scott Fruit Co., Regina; D. Dingle, Dingle & Stewart, Winnipeg; chairman transportation committee, A. J. Simmons, Regina; chairman legislation committee, C. Cummings, Winnipeg; chairman arbitration committee, C. W. L. MacKelvie; chairman standardization of grades, weights and measures committee, L. S. Carmichael, Calgary; chairman of shipping committee, H. Emery, Winnipeg.

The permanent secretary and offices of the association will be located at Calgary.

SWIFT CURRENT, SASK., HAS NEW PRODUCE COMPANY

A new produce company known as the Swift Current Produce Co., Ltd., was recently opened in Swift Current, Sask.

Clerks' Union Favors Strike

Serious Situation Developing at Winnipeg. "Cannot Grant Demands and Maintain Business," Say Retailers

THE Wholesale and Retail Clerks' Union, of Winnipeg, is taking an important part in the strike situation in this city, which, at time of writing, looks threatening. The clerks' demands were outlined in a recent issue of the CANADIAN GROCER, but the association may also lend its support to other striking unions in an endeavor to bring a settlement of their labor troubles. A vote is being taken among clerks of the retail and wholesale trade and shippers.

Ask 44-hour Week

In regard to the demands of the clerks for a 44-hour week, and a minimum salary of \$30 per week, it is significant that a number of grocery dealers of Winnipeg have already taken steps to improve working conditions of their employees along these lines, and they are reported as stating that they expect to have to go further in meeting the clerks' demands. These statements are credited to certain members of the local Retail Merchants' Association, and while there is nothing officially to be said it is evident that Winnipeg retailers will take into serious consideration the demands which have been made.

Claims Clerks' Wages Not Based on Experience

Neil Shaw, business agent of the Wholesale and Retail Clerks' Union, points out that the present scale of wages averaged \$19.00 to \$20.00 per week. He states that a clerk's wages are not based on experience, and points to a recent experience of a clerk, who after having served a considerable apprenticeship in the grocery trade, and being overseas for two years, returned to find his maximum salary was \$70 per month, on which he was constrained to support his wife and two children.

In reply to the statement of CANAD-

It is located on First Ave. East, and is under the direction of Mr. Booker.

It is the intention of the new concern to purchase all classes of produce from the farmers—eggs, butter, poultry—paying therefore the market price and offering the same to the public at current rates.

ACME VINEGAR CO. IN NEW QUARTERS

The Acme Vinegar Company, Winnipeg, has moved offices and factory to the plant owned by them at 1262 Selkirk Avenue. A bottling plant has been built next to the vinegar factory, the latter also having been extended. With the addition of considerable new machinery the present plant can take care of three times as much business as heretofore, and it is planned to augment the factory staff in the near future.

favor through being kept off this market during the war.

ROSENSTOCK PRODUCE CO. OPENS IN WINNIPEG

The Rosenstock Produce Company has opened offices and warehouse at 132 James St., Winnipeg, where business will be conducted as buyers and exporters of all lines of produce. The company is under the management of Mr. A. Stein, who has had some twenty-three years' experience in this line in European and Asiatic countries. Mr. Stein has been in business in Egypt, Morocco, Turkey, Russia and other countries. The company has connection in Eastern Canada and Europe. The chief function of the Winnipeg office will be the purchase and exportation of butter, eggs, potatoes, seneca root, etc.

WORLD SHORTAGE OF SMALL FRUIT JAMS

When in Winnipeg, on a trip throughout Western Canada, James Wagstaffe, head of Wagstaffe's Ltd., jam manufacturers, made some interesting observations in regard to the jam outlook. Mr. Wagstaffe pointed out that there is an acute world shortage of strawberry, raspberry and black currant jams, but that if merchants will place their orders now they can get supplies of these small fruits. Limited stocks of these varieties are available at present, though strawberry jam is getting particularly scarce. Of course this is merely the situation as it affects pure jams, as there are fairly good supplies of mixed jams to be had. Realizing the seriousness of the situation detail men have been sent out by certain Western brokers to make matters clear to retailers, and the result is that available stocks are being rapidly distributed.

STICKS UP FOR THE HEN

The grocer at the corner of York and Garry, Winnipeg, is quite a humorist. "Who," he asked his customers recently on a card displayed outside his store, "could look a hen in the face and pay her less than fifty cents for such fine eggs as these?"

WILL NOT PURCHASE CHEESE THROUGH DAIRY COMMISSION

The Minister of Agriculture announces that a cable has been received by the Dairy Produce Commission from the British Ministry of Food, stating that it has been finally decided that the Ministry will not purchase the exportable surplus of Canadian cheese for the season 1919, and that producers and dealers should be notified accordingly. This means that the exportation of cheese will be left to private trading as in pre-war days.

The Dairy Produce Commission, through which the cheese and other produce has been handled for the past two years, will now go out of business.

ENGLISH BISCUITS COMING

The first English biscuits to be exported from England since the lifting of the embargo about one month ago, are now on their way to this country. W. H. Escott & Co.'s travellers report that though prices are a little high, they are booking large orders, and it is evident that English biscuits have lost very little

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

R EPORTS from the grocery trade this week are satisfactory, wholesale dealers and jobbers alike declaring a steady movement of stocks. While price declines are not at all marked, and are more or less the exception, the grocery trade is gradually readjusting itself and stocks are in much better supply than a few months ago.

MONTREAL—Changes this week are many, and nearly all of them are upward. Tomatoes, canned, are the feature of the canned goods section, going to \$1.90 and \$2 per doz. There is a steady and heavy export demand and local consumption is fairly large. Fruits of the canned variety are firm and there is really no canned fruit or vegetable that has an easing tendency. Beans are very firm again and some supplies are less plentiful. Peanuts are up, and almonds, brazil nuts, etc., are all tending to higher levels. Rice, of the better grades, is tending to advance. Raisins have gone up in one quarter. Maple sugar and syrup are being held for high prices by the farmers, who, it seems, no sooner get a bonafide offer than they want more. This makes a decidedly nominal price basis. Coffees are advanced one to two cents per pound. Self-raising flour, cornmeal, both are higher in price and there is a firm tone to rolled oats, advances being looked for by some. Hay prices have soared to \$40 per ton. Tea prices are firm. Cabbage is up again. Oats and barley are moved higher.

Declines are made on carraway seed, celery seed, pineapples, leeks and rhubarb. Trade is good.

TORONTO—The market for the most part is steady and very firm this week, with comparatively few changes. A stronger tendency in rolled oats and easier quotations on some lines of spices mark the principal features in the week's changes. Golden cornmeal is also quoted higher and the position of the cereal market is generally strong with the trend inclined upwards. Peppers are quoted slightly easier and cloves and cream of tartar show marked declines. Teas and coffees are very

firm and indications from primary points are that quotations will be high. There are some low grade teas that are selling at easy prices, but the better qualities are very firm. Some lines that have been off the market for some time, and in some instances for the duration of the war, are again this week being quoted. Dromedary dates are offered at \$8. Norwegian sardines, too, are again on the market. Receipts of Turkish figs from Smyrna are soon expected.

In provisions, fresh meats show no change, the strong position of the live stock market holding prices firm. Butter is also firmer, and eggs show no indications of becoming easier. Lard and shortening are quoted higher. There is a very active demand for both. Cheese is very firm.

Receipts of new vegetables and fruits are on the increase and demand is good for the same. Ontario potatoes are selling around \$2 and \$2.10, and new potatoes from Florida are much easier, selling at \$8 per barrel. Pineapples are in good supply but prices on both Porto Ricos and Cubans are slightly in advance of last week. Strawberries are easier. Dried fruits continue at high levels and supplies are limited. Prunes are available in very small lots and quotations show advances. A feature of the dried fruit market is the easier prices on Grecian currants, at from 22 to 24 cents per pound. Jobbers have quotations on Sultana raisins, but they are inclined to be high, costing 20 cents laid down in Toronto.

WINNIPEG—Trading is very active with good demand for all lines. All markets are very firm with upward tendency. If present volume of business continues, jobbers predict greater difficulty securing goods than during the war. Rice is expected to soon return to highest levels reached during the war. Jam prices on new crop will be 10 per cent. higher. Coffee continues upward tendency. May be a shortage of sugar at preserving time. Numerous price declines in the vegetable market. Tea is moving rapidly. A further advance is shortly expected on Crisco.

QUEBEC MARKETS

MONTREAL, May 14—Grocery markets have ruled with a satisfactory outturn this week, and business outlook is promising. One jobber stated: "We expect a boom in the movement of groceries in June and July, and it has already started." The price tendencies are ever higher.

Improved Are Sales Of Refined Sugar

Montreal

SUGAR.—Very satisfactory business continues with the refiners, speaking in a comparative sense, with the past few weeks. There is a heavier movement among the jobbers, and the sales reported are better. Strike conditions have been relieved and all refiners are operating on complete schedule. There is no change in the price basis.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95	
Acadia Sugar Refinery, extra granulated	9 95	
St. Lawrence Sugar Refinery	9 95	
Canada Sugar Refinery	9 95	
Dominion Sugar Co., Ltd., crystal granulated	9 95	
Iceing, barrels	10 15-	10 30
Iceing (25-lb. boxes)	10 55-	10 70
Iceing (50-lb. boxes)	10 35-	10 50
Do., 1-lb.	-	11 05
Yellow, No. 1	9 75-	9 55
Yellow, No. 2 (Golden)	9 45-	9 55
Yellow, No. 3	9 35-	9 45
Powdered, barrels	10 05-	10 20
Powdered, 50s	10 15-	10 50
Powdered, 25s	10 35-	10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-	10 65
Do., 50-lb. boxes	10 65-	10 75
Do., 25-lb. boxes	18 85-	10 95
Do., 2-lb. pack	11 95-	12 05
Paris lumps, barrels	-	10 55
Paris lumps (100 lbs.)	-	10 65
Paris lumps (50-lb. boxes)	-	10 75
Paris lumps (25-lb. boxes)	-	10 95
Paris lumps (cartons, 5-lb.)	-	11 70
Do., (cartons, 2-lb.)	-	12 45
Crystal diamonds, barrels	-	10 55
Crystal diamonds (boxes 100 lbs.)	-	10 65
Crystal diamonds (50-lb. boxes)	-	10 75
Crystal diamonds (25-lb. boxes)	-	10 95

Tomatoes Are Up; Corn Very Firm

Montreal

CANNED GOODS.—Tomatoes are the featuring item for the week, there having been quite a flurry in the market, and prices scoring an advance to \$1.90 per case. There is a heavy export demand and the local movement is very good also. Prices have been firming on canned corn and there are likely to be even higher prices than those now obtaining. Fruits continue scarce and high. There is really no item in the list ruling with an easy undertone.

Canned Fruits—		
Apples, 2½s. doz.	1 40	1 65
Do., 3s. doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s.	1 90	
Currants, black, 2s. doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s. doz.	3 00	
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 50	
Do., No. 2	2 80	3 00
Do., 2½	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2½s	3 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2½s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do. (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2½s	2 60	

Strawberry, 2s	3 97½	4 20
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 00	
Asparagus, imported (2½s) ..	4 85	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee .....	.....	.....
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	3 00	
Spinach, California 2½s	3 15	
Do. (wine gals.)	10 00	
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 30	1 40
Tomatoes, 2½s	1 90	1 95
Tomatoes, 3s	1 95	2 00
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 50
Peas, early June	1 57½	1 60
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	1 57½	
Potatoes, Can. sweet, 2½-lb. tins ..	.....	.....
Do., 2-lb. tins	2 75	
Olives (in bls, 49 wine gals.), gal.	1 35	
Specialties	Per gal.	
Olive oil (pure), 1 gal. tins	7 50	
Do., ¼ gal. tins	8 00	
Do., 5 gal. tins	7 00	
Tomato Paste, 100 tins (case)	32 00	
Do., 200 tins (case)	33 00	
Do., 12-10 lbs.	39 00	
Salad oil (bbls. 50 gals.), gal.	2 50	
Olives, Queen, gal.	1 45	
Canned Fish—		
Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	
Do., ½-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chams, 1-lb. talls	2 05	2 17½
Do., ½s. flat	1 17½	1 25
Pinks, 1-lb. flat	2 25	
Pinks, 1-lb. talls	2 60	2 75
Pale, ¼-lb., doz.	1 37½	
Pale, 1 lb. doz.	2 37½	
Pinks, ½-lb., doz.	1 62½	
Cohoos, 1-lb. talls	3 75	
Cohoos, 1-lb. flats	2 25	
Cohoos, ½ lbs., flat	1 75	
Herrings, kippers, dz. (4 dz. case) ..	2 25	
Herrings (tomato sauce), doz.	2 50	
Haddies (lunch) (½-lb.)	1 00	
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼c)	22 00	20 00
Oysters (Canned)—		
5 oz., doz.	2 60	
10 oz., doz.	4 75	
Lobsters ¼-lb. doz.	2 25	
Do., ¼-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	8 25	
Do., ¾-lb. doz.	6 00	
Do., 1-lb. flats	8 25	
Lobster paste, ½ lb. tins.	3 25	3 40
Sardines (Amer. Norweg'n style) ..	14 50	
Sardines (Zen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality), case	7 00	16 50
ardines, French	32 00	
Scallops, 1-lb., doz.	3 25	
Scotch Snack, No. 1, dz., Montreal ..	2 50	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (ca 4 doz.)	6 75	
Clams (river) (1 lb.), doz.	1 90	

Best Beans Bring Advanced Prices

Montreal

BEANS.—It is rather remarkable that beans should have taken the course they

have in recent weeks, for these have been in good supply. As a matter of fact it is pointed out that many cars have been sold at a considerable loss by large handlers. In any event, the demand has so improved as to have absorbed available supplies considerably, and one jobber reports a light stock of better Canadian grades. The market is firmer, with prices marked up in some quarters. Peas are also somewhat firmer.

Canadian, hand-picked, bush... ..	4 20	4 60
Beans—		
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes .....	.....	5 50
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 00	3 50
Peas, split, new crop (98 lbs.) .....	.....	5 50
Peas (blue)	0 08	0 09
Barley (pot), per bag, 98 lbs.	3 50	4 25
Barley, pearl, per bag, 98 lbs.	5 00	5 75

Peanuts May Go Up 2c; Others, Too

Montreal

NUTS.—A jobber stated this week that he will not be at all surprised if peanuts record a 1½c to 2c advance within a few days. There is a very firm undertone on these, and one jobber has already raised his prices, but which are within the range quoted below. Almonds are selling at over 50c per pound in New York to-day, and this is equivalent to a price of about 3c higher here, meaning that the present quotations are as low as the cost to import. All varieties of nuts are very firm.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 53	0 55
Almonds (Jordan) .....	.....	0 70
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12½	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2 .....	.....	0 14
Peanuts (salted)—		
Fancy wholes, per lb. ....	.....	0 38
Fancy splits, per lb. ....	.....	0 35
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large ..	.....	0 60
Jumbo	0 29	0 35
Walnuts (Grenoble)	0 16	0 19
Walnuts (new Naples)	0 72½	0 80
Walnuts (shelled)	0 30	0 33
Walnuts (Spanish) .....	.....	0 30

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Rice Will Advance, Say the Jobbers

Montreal

RICE.—Evidences point to advancing markets, for the higher grades at least, say the jobbers. One jobber has made an advance this week on one grade and other advances may come. Demand is good, and this is likely to continue, when export demand is taken into consideration.

Ice Drips—Japan (per 100 lbs.)	11 25	
Carolina	13 00	13 50
Siam, No. 2	7 65	8 00
Siam (fancy)	10 50	11 00
Rangoon "B"	8 50	
Rangoon CC	8 10	
Mandarin	10 00	
Pakling	9 00	

Tapioca, per lb. (seed)	0 11½
Tapioca (pearl)	0 11½
Tapioca (flake)	0 11

Raisins Are Higher; Dried Fruit to Firm

Montreal.

DRIED FRUIT.—Evaporated apples are firm, and in one quarter are advanced in price. The same applies to peaches, and apricots are firm. There is no question but that any increase of demand will result in prices being advanced. The outlook on prunes indicates that prices will rule firm on stocks now in hand, while the distant future is not so easy to define at this time. There is a very seasonable demand.

Apricots—		
Choice	0 24	0 25
Slabs	0 22	0 23
Fancy		0 30
Apples (evaporated)	0 18½	0 19
Peaches (fancy)	0 19	0 20
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkg.	0 16	0 18
Pears	0 20	0 22½
Drained Peels (old)—		
Citron	0 45	
Lemon	0 36	
Orange	0 37	
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 ls. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	
Raisins—		
Bulk, 25-lb. boxes, lb.	0 16½	0 17½
Malaga, table box of 22 lbs., 3-crown cluster, \$6.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Choice seeded, 12 oz.	0 15½	0 16½
Fancy seeded, 16 oz. pkgs.	0 15½	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 11 oz. packages	0 11	0 13
Do., 15 oz. pkgs.	0 15	0 17
Do., bleached, 15 oz. (choice)	0 15	
Do., (fancy)	0 16	
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached) 50-lb. bxs ..	0 16	0 20
Currents, old pack., 15 oz.	0 29	0 31
Currents, Greek (bulk)	0 18	
12 oz.	0 16	0 16½
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs.	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
80 lb. Ainslie	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkg.	0 20	0 22
Dates, Excelsior, per case (36-10s) ..	7 00	
Do., Dromedary (36-10 oz.) ..	8 25	8 50
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	
Do., (28 8-oz. bxs)	3 50	
Do., (12 10-oz. bxs)	2 20	
Figs (cooking), 50-lb. boxes, lb.	0 16	
Prunes—		
California (25-lb. boxes)—		
30-40s	0 19	0 22
40-50s	0 19	0 20
50-60s	0 19	0 22
60-70s	0 18	0 20
70-80s (25-lb. box)	0 18	
80-90s	0 16½	
90-100s	0 14	
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 10½	0 11
Oregon—		
30-40s (25 lb.)	0 24	
40-50s (50 lb.)	0 22	
50-60s (50 lb.)	0 20	
50-60s (25 lb.)	0 21	
70-80s (25 lb.)	0 17½	

Barbadoes Molasses—		
Punchons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Punchons	0 95	
Barrels	0 98	
Note—Prices on molasses to outside points average about 3c per gallon less.		
Maple Syrup—		
13½-lb. tins (each) (nominal) \$2 10	\$2 10	\$2 25
10-lb. cans, 6 in case, per case	15 10	
5-lb. cans, 12 in case per case	17 10	
2½-lb. cans, 24 in case per case	18 10	
Maple Sugar (nominal), small lots ..	0 25	0 30
Honey—Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 28	
30-lb. pails	0 28	
10-lb. pails	0 28	
5-lb. pails	0 28	
Honey—Buckwheat, tins or bbls.	0 22	
Spice Marked Down;		
Caraway and Celery		
Montreal.		
SPICES. —The marked down items in the spice list this week are celery seed and caraway seed. These are on an easier basis generally. Pepper has been in active demand, and large quantities have been distributed on this continent. There is therefore less inclination to lowering of quotations on peppercorns. Stocks are in good shape to meet demands, which are very good.		
Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		

molasses are pretty fully liquidated and that there will, from this time forward, be a considerable movement of supplies from the producers in the South. Prices have been somewhat unsettled here and there, and there was uncertainty regarding a portion of the cane production until England went into the Barbadoes market recently as a buyer. There is strong likelihood of prices being firm unless freights should lower. Syrups are steady and in fair demand. With corn price high, corn syrup is ruling high still.

Corn Syrup—

Barrels, about 700 lbs.	0 07¾
Half bbls.	0 08
Kegs	0 08½
2-lb. tins, 2 doz. in case, case.	5 15
5-lb. tins, 1 doz. in case, case.	5 75
10-lb. tins, ½ doz. in case, case.	5 45
20-lb. tins, ¼ doz. in case, case.	5 40
2-gal. 25-lb. pails, each.	2 45
3-gal. 38½-lb. pails, each.	3 65
5-gal. 65-lb. pails, each.	5 90

White Corn Syrup—

2-lb. tins, 2 doz. in case, case	5 65
5-lb. tins, 1 doz. in case, case	6 25
10-lb. tins, ½ doz. in case, case	5 95
20-lb. tins, ¼ doz. in case, case	5 90

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per case.	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Prices for

	Island of	Montreal
Barbadoes Molasses—		
Punchons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08

Antigua Molasses—

Punchons	0 95
Barrels	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Decidedly High Rules Maple Sugar

Montreal.

MAPLE PRODUCTS, HONEY.—It is stated that the farmers are asking such prices for their sugar that few buyers are coming forward to take large supplies. A very nominal price basis obtains here on both syrup and sugar, and quotations have had a very wide range. There appears to have been a fair though not a large yield this year, some districts being fortunate in the run of sap and others not so successful. Honey is steady and unchanged.

Maple Syrup—

13½-lb. tins (each) (nominal) \$2 10	\$2 10	\$2 25
10-lb. cans, 6 in case, per case	15 10	
5-lb. cans, 12 in case per case	17 10	
2½-lb. cans, 24 in case per case	18 10	

Maple Sugar (nominal), small lots ..

0 25	0 30
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Honey—Clover—

Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 60 lbs.	0 28
30-lb. pails	0 28
10-lb. pails	0 28
5-lb. pails	0 28

Honey—Buckwheat, tins or bbls.

0 22	
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Spice Marked Down; Caraway and Celery

Montreal.

SPICES.—The marked down items in the spice list this week are celery seed and caraway seed. These are on an easier basis generally. Pepper has been in active demand, and large quantities have been distributed on this continent. There is therefore less inclination to lowering of quotations on peppercorns. Stocks are in good shape to meet demands, which are very good.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		

Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure) ..	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica) ..	0 30	
Vace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 35	0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Lurmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered) ..	1 30	
Cardamom seed, per lb., bulk.	2 00	
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Unseeded oocanut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Home Market Takes Much Japan Tea

Montreal

TEA.—Reports cabled from Japan are to the effect that the early pickings of tea are pretty generally bought up for the domestic needs of the country. This means that the country of production is beginning to consume more tea of the better grades. It is surely a sign that with opening prices there about 25 per cent. higher than opening prices were in 1918, the market on these teas will rule firm. Locally there is a good movement and the tea importers and jobbers are well pleased with the immediate business and with the outlook.

Pekoe, Souelongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55

Japan Teas—

Choice	0 65	0 70
Early Picking	0 53	0 58

Javas—

Pekoes	0 39	0 41
Orange Pekoes	0 41	0 43
Broken Orange Pekoes	0 41	0 43
Small lots	11 20	

inferior grades of broken teas may be had from jobbers on request at favorable prices

One to Two Cents Advance on Coffees

Montreal

COFFEE, COCOA.—Still higher go coffees, and this follows the definite tendencies pointed out in CANADIAN GROCER for the past few weeks. The whole condition is attributable to the Brazilian situation, and supplies of all coffees, no matter of what grade, are making record levels in the matter of price. Increases of one to two cents per pound are made. Cocoa is firm, and there is a firmer bean market. The following quotations are still in effect, however.

Coffee—

Bagettes, lb.	0 40	0 43
Java, lb.	0 35	0 38
Mocha, lb.	0 37	0 39½
Mocha (types)	0 39	0 42
Mexican, lb.	0 39	0 41
Rio, lb.	0 33	0 35
Santos, Bourbon, lb.	0 38	0 39
Santos, lb.	0 37	0 39

Bulk cocoa, 200-lb. bbls., lb.	0 22	
Do., 100-lb. bbls., lb.	0 23	
Do., 50-lb. cans, lb.	0 24	

Syrup and Molasses Hold Firmly Here

Montreal.

MOLASSES, SYRUPS.—It is believed here that the 1918 stocks of fancy

Flour is Higher, Cornmeal; Rolled Oats

Montreal.
CEREALS.—Self-raising flour has been advanced, and this is due to the higher prices ruling for winter wheat flours. There is also a higher basis for cornmeal, and rolled oats, while unchanged, may be advanced at any time. There is a good export demand, and this has a strengthening effect on the local market. Business is fairly active.

Self-raising Flour—	
3-lb. pkgs., doz.	2 90
5-lb. pkgs., doz.	5 70
Cornmeal, Gold Dust	5 25
Barley, pearl	5 25
Barley, pot., 98 lbs.	4 00
Barley (roasted)	7 50
Buckwheat flour, 98 lbs.	5 50
Cornflour, white	4 50
Rice flour	8 75
Hominy grits, 98 lbs.	5 75
Hominy, pearl, 98 lbs.	4 75
Graham flour	4 75
Oatmeal (standard-granulated and fine)	4 75
Oatmeal (packages) fine cut.	5 70
Peas, Canadian, boiling, bush.	4 00
Split peas (per 98 lbs.)	6 00
Roller oats, 90-lb. bags	4 25
Roller oats (family pack.), case	5 60
Roller oats (small size), case	2 00
Oat Flakes (case 20 pkgs.)	5 10
Roller wheat (100-lb. bbls.)	7 10
Porridge Wheat—	
Packages, 36 in case	6 00
Packages, 20 in case (family pack.)	5 80
Rye flour (Can.), 98 lbs.	5 75
Tapioca flour, lb.	0 15

Mills Turning Out Flour; Price Firm

Montreal.
FLOUR.—The mills are turning out a great deal of flour these days to meet export demand requiring much, and to take care of the domestic needs, requiring quite a tonnage also. Prices are decidedly firm, the export returns being 25c per barrel higher than they have been up to a week or two ago. The tendencies are to higher levels rather than to lower, but millers hope that domestic prices will not be raised. Winter wheat flour is very firm, \$11 per bushel now being asked.

Wheat Flours—	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bl., in (2) cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30

Feeds Still Go At Held Prices

Montreal.
FEEDS.—Shorts and bran are unchanged, but there is still a fairly good demand. With continued good weather there will probably be a diminution in the number of orders. There is a fair sale for oat feeds and these hold on a firm basis, markets for grain being high still.

Shorts—	
Mixed cars	44 25
Bran—	
Mixed cars	42 25
Crushed oats	54 00
Barley chop	50 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	54 00
F.O.B. Fort William	50 00

Hay to be Scarce; Now \$40; Feed Up

Montreal
HAY, GRAIN.—Unprecedented advances have been made for hay until best grades have reached \$40 per ton. There is likely to be a scarcity, say the large dealers, for there is little chance yet of getting the commodity forward from the country over present roads. Many hundreds of cars have also been shipped into the States, it is reported, and good prices are being offered there. Oats are higher this week, and barley much higher. The markets on grain have been fluctuating considerably, but the tendency has been upward for the most part.

Hay, Straw, Grain (wholesale prices in car lots)—	
Good, No. 1, per 2,000-lb. ton.	\$40 00
Do., No. 2	38 00
Do., No. 3	36 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 88
No. 3 C.W.	0 85
Extra feed	0 85
No. 1 feed	0 84
No. 2 feed	0 80 1/2
Barley—	
No. 3 extra	1 30
No. 3	1 29
No. 2	1 32

Note—These prices are at elevator and bags and bagging are not included.

Pineapples Less; Berries Are Held

Montreal
FRUITS.—Prices on fruit are quite firm for the most part. Pineapples are reduced in price and there is likely to be a favorable basis on these with larger receipts from the South. Strawberries are holding and are rather firm in price, demand for them being very good. Oranges and grapefruit are quite steadily maintained. There should be a lower basis on oranges, however, if the present easing tendencies in the South continue.

Apples—	
Ben Davis, No. 1	9 00
Spies	12 00
Russets	9 00
In boxes	4 75
Bananas (fancy large), bunch.	5 50
Cocoanuts, sack	10 00
Grapefruit (fancy Porto Rico)	4 50
Lemons (California)	4 50
Pears, Cal., eating, small box.	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50
Oranges, Cal. navels, 126	6 00

Do., 150	6 25	6 50
Do., 176	6 50	7 00
Do., 200-216	6 50	7 00
Tangerines, half boxes	4 75	
Blood oranges	4 50	
Pineapples (24s to 36s)	7 00	8 00
Strawberries (shorts)	0 20	
Do., large	0 35	0 40

New Cabbage, \$12.00; Leeks; Rhubarb Less

Montreal.
VEGETABLES.—There are several changes this week, and reduced prices are in effect for leeks, rhubarb and cucumbers. On the other hand advances have been made for new cabbage in barrels, tomatoes in crates, turnips and radishes. Red onions have reached the unprecedented price per bag of \$9. Boston lettuce is firmer; but it is now quite probable that declines will come about gradually on green vegetables, for the local production will increase with warm weather. Potatoes are firm and changes that should ordinarily come at this season of the year, making a lower price basis, have not been effected.

Asparagus (doz.)	6 00	7 00
Artichokes, bag		2 00
Beans, new string (American) basket	8 00	9 00
Beets, bag		1 00
Brussels Sprouts (Amer.)		0 40
Cucumbers, Boston (doz.)		2 00
Cucumbers, Florida (basket)		5 50
Chickory, doz.		3 00
Cauliflower (imported), doz.		5 50
Cabbage, bbl.		8 00
Cabbage, new, crate	10 00	12 00
Carrots, bag		2 00
Celery (Wash.), doz.		2 50
Celery, crates (3-4 doz.)	9 50	10 00
Egg plant	3 00	4 00
Horseradish, lb.		0 20
Lettuce (curly), hox (3 doz.)		3 50
Do., (4 doz.)		4 25
Lettuce, Boston, box		4 50
Leeks	2 00	3 00
Mint		0 60
Mushrooms, lb.		1 75
Basket (about 3 lbs.)		4 00
Onions, Texas, crates		6 00
Red, 100 lbs., bag		9 00
Onion (Shallots), doz		1 50
Oyster Plant		0 75
Parsnips, bag		2 50
Parsley (Canadian)		0 75
Parsley (American)		1 50
Potatoes, Montreal (90-lb. bag)		2 00
Potatoes (New Brunswick), bag		2 25
Potatoes (sweet), hamper		4 00
Romain, doz.		3 00
Radishes, doz.	0 50	0 75
Rhubarb, doz.	1 00	1 50
Spinach, box		2 00
Spinach, bbls.		6 00
Turnips, per bag, Montreal		1 75
Turnips, Quebec		2 50
Tomatoes (hothouse), lb		0 40
Tomatoes, crates (fancy)		8 50
Tomatoes (choice), crate		7 00

ONTARIO MARKETS

TORONTO, May 13—Easier quotations on some lines of spices and a firmer feeling in the market for rolled oats are the features in the grocery trade this week. For the most part prices are unchanged, but very strong. Demand is active and the movement of stocks is satisfactory. Some lines that have been off the market for the duration of the war are again being offered.

Ample Sugar at Steady Prices

Toronto.
SUGAR.—Refineries are receiving ample supplies of sugar, but the movement of stocks is inclined to be a little slow. Quotations this week show no change and dealers generally do not an-

ticipate any lower prices this summer. No shortage is feared in the busy season, and should any occur because of the heavy export demands that are likely to prevail in the next few months, dealers believe it will be short-lived and will not create any hardship as far as the market in these parts is concerned.

St. Lawrence, extra granulated 10 16

Acadia Sugar Refinery, extra granulated. 10 16
 Can. Sugar Refinery, extra granulated. 10 16
 Dom. Sugar Refinery, extra granulated. 10 16
 Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Golden Cornmeal Again Advances

Toronto.
CEREALS.—Golden cornmeal is again quoted higher and marks the only change in the cereal market this week. It is now selling at from \$5.50 to \$6 in 98's. Fancy yellow cornmeal is quoted at from \$5.25 to \$5.50.

	Single Bag	Lots
	F.o.b.	Toronto.
Barley, pearl, 98s	6 00	6 25
Barley, pot, 98s	4 50	4 75
Barley Flour, 98s		4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 50	6 00
Do., fancy yellow, 98s	5 25	5 50
Corn Flour, white, 98s	4 60	4 85
Do., Government standard, 98s		4 25
Hominy grits, 98s		5 25
Hominy, pearl, 98s		5 00
Oatmeal, 98s		4 55
Oat Flour		4 50
Rolled Oats, 90s	4 25	4 50
Rolled Wheat, 100-lb. bbl.	6 50	7 00
Rice Flour, per 100 lbs.		8 00
Linseed Meal, 98s		6 75
Rye Flour, 98s	6 50	7 25
Peas, split, 98s		5 50
Blue peas, lb.		0 10

Above prices give range of quotations to the retail trade.

Molasses and Syrups Are Steady

Toronto.
MOLASSES, SYRUPS.—No changes are reported in the prices on molasses and syrups this week. The market is strong at the recent advance. Supplies are ample and the inquiry is of fair proportions. The market for cane syrups is also firm.

Corn Syrups—			
Barrels, about 700 lbs., yellow, per lb.		\$0 07½	
Half barrels, ¼c over bbls.: ¼ bbls., ½c over bbls.			
Cases, 2-lb. tins, white, 2 doz. in case		5 65	
Cases, 5-lb. tins, white, 1 doz. in case		6 25	
Cases, 10-lb. tins, white, ½ doz. in case		5 95	
Cases, 2-lb. tins, yellow, 2 doz. in case		5 15	
Cases, 5-lb. tins, yellow, 1 doz. in case		5 55	
Cases, 10-lb. tins, yellow, ½ dz. in case		5 45	
Cane Syrups—			
Barrels and half barrels, lb.	0 08		
Half barrels, ¼c over bbls.: ¼ bbls., ½c over bbls.			
Cases, 2-lb. tins, 2 doz. in case		7 00	
Molasses—			
Fancy, Barbadoes, barrels	1 10	1 15	
Choice Barbadoes, barrels		1 00	
West India, bbls., gal.		0 44	
West India, No. 10, kegs		6 50	
West India, No. 5, kegs		3 25	
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90	
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75	
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30	
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20	
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00	
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50	
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20	
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00	
West Indies, 1½s, 48s	4 60	6 95	

Rolled Oats Are Inclined Higher

Toronto.

PACKAGE GOODS.—Corn flakes in cases of 36's are selling at from \$3.60 to \$4.25. The tendency in the market for rolled oats is towards higher levels, although most dealers have not changed their price lists this week. The market for rolled oats is very firm and the probability is that quotations will be higher.

PACKAGE GOODS		
Rolled Oats, 20s round, case	5 60	
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11	0 11½
Do., No. 2, lb. cartons		0 09½
Canada Laundry Starch		0 09½
Laundry Starch, in 1-lb. cartons		0 11½
Do., Do., in 6-lb. tin canisters		0 12¾
Do., Do., in 6-lb. wood boxes		0 12¾
Potato Flour, in 1-lb. pkgs.		0 16

Quotations on Rice Show Firmness

Toronto.

RICES.—Quotations on rice show firmness, and the quality of the offerings continues more or less of an inferior nature. A few weeks ago the Canadian market was pretty well supplied with rice, but at the present time such is not the case, and consequently the market is stronger. Texas, fancy rice, is quoted unchanged at from \$12.50 to \$13. Siam, fancy, per 100 pounds, is offered at from \$9.50 to \$10.

Texas, fancy, per 100 lbs.	12 50	13 00
Blue Rose Texas, per 100 lbs.	11 00	11 25
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	9 50	10 00
Siam, second, per 100 lbs.	9 00	10 00
Japans, fancy, per 100 lbs.	11 00	12 00
Japans, second, per 100 lbs.	10 00	11 00
Chinese XX, per 100 lbs.		8 75
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Pakling		10 00
White Sago	0 11½	0 12
Tapioca, per lb.	0 11½	0 12

Brazil Nuts Are Quoted at 19 Cents

Toronto.

NUTS.—New Brazil nuts are being quoted by Toronto dealers this week. They are offered at 19 cents per pound. These are the first that have been on the market for some time. The situation in nuts is very firm, and the price trend is upwards. Shelled walnuts are now quoted at from 80 to 85 cents per pound and shelled almonds at from 52 to 55 cents. The market for nuts is active, all dealers reporting a brisk demand.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.		0 19
Shelled—		
Almonds, lb.	0 52	0 55
Filberts, lb.	0 44	0 46
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 75	0 80

Rising Prices on Canned Goods

Toronto.

CANNED GOODS.—The situation in canned goods shows little change from last week. It is still one of rising prices and scarce supplies. Salmon is very scarce, prices remaining unchanged with the market very firm. It is very hard to secure in any quantities. Canned lobster is extremely high. It is now coming on the market, and reports are to the effect that the pack will be a small one. Some dealers state that it will be 20 per cent. higher than a year ago. There is now no Canadian corn available, but American corn is being offered at \$2. It is reported of better quality than that which has heretofore been offered. The supply of canned tomatoes is diminishing, and prices are stiffening. Prices are somewhat higher, 2's selling up to \$2. The continued wet weather is said to be having a damaging effect on the pea crop, which is one of the earliest to be sown. The rain is rotting them in the ground, and drier weather is needed to ensure a good crop for next year.

Canned fruits have been pretty well cleaned off the market. There are practically no supplies among the dealers. New strawberry jam made from this season's imported berries is quoted at \$1.10 for a four quart pail. Quantities are of course very small.

Salmon—

Sockeye, 1s. doz.	4 00	4 75
Sockeye, ½s. doz.	2 40	2 50
Alaska reds, 1s. doz.	3 75	3 85
Chums, 1-lb. talls	2 35	2 60
Do., ½s. doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s. doz.	1 35	1 50
Cohoos, ½-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s. dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 75	4 50
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—

Beets, 2s.	1 90	2 30
Tomatoes, 2s	1 92½	2 00
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, American, 2s, doz.		2 00
Pumpkins, 2½s	0 95	1 00
Spinaeh, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s		2 87½
Pears, 2s	2 35	2 87½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 37½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s. each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s. each	0 98	1 10
Gooseberry, 4s. each		0 84
Peach, 4s. each		0 82
Red currants, 16 oz., doz.	3 90	4 25
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s. each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s. each	1 08	1 10

Grecian Currants Now on Market

Toronto.

DRIED FRUITS.—Prunes and apri-

cots continue a very scarce commodity among the wholesale trade. Some of the dealers have 50's and 60's, selling at from 22 to 24 cents per pound. Evaporated apples are very scarce and are being pretty well cleaned up. They are selling at 20 cents per pound. There is an easier tendency in the market for currants. Grecian currants are now coming in small shipments. They are selling at from 22 to 24 cents per pound. Raisins are very scarce and inclined to be high. There are now practically no extra fancy sulphur bleached raisins. Thompson's seedless in bulk are selling at from 16 to 18 cents per pound. Some brokers have received quotations on Sultana raisins. These are of fine quality but the price is almost prohibitive. Brokers state that they would cost 20 cents per pound laid down in Toronto. Dromedary dates that have been off the market now for some time are again being quoted, prices being around \$8 per case. No quotations are available on Turkish figs yet, but dealers expect to quote them shortly.

Apples, evaporated, Ontario	0 20	....
Apricots, unpitted	0 16½	....
Do., fancy, 25s	0 30	....
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange		0 45½
Citron	0 47	....
Currents—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	7 00	....
Dromedary dates, 3 doz. in case	8 00	....
Figs—		
Taps, lb.	....	....
Malagas, lb.	....	....
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case	....	5 00
Cal., 8 oz., 20s, case	....	3 25
Cal., 10 oz., 12s, case	....	2 25
Pineapples—		
30-40s, per lb.	0 25	....
40-50s, per lb.	0 23½	....
50-60s, per lb.	0 22	0 24
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11½	0 12½
100-120s, per lb.	....	0 11½
Peaches—		
Standard, 25-lb. box, peeled	0 20	....
Choice, 25-lb. box, peeled	0 23	....
Fancy, 25-lb. boxes	0 24	....
Practically peeled, 25-lb. boxes	0 22½	....
Extra choice, 25-lb. box, peeled	0 26	....
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	0 17	0 18
Seedless, 15-oz. packets	0 15½	0 16
Seeded, fancy, 1-lb. packets	0 14	....
Seeded, 15 oz. packets	0 15	....
Seedless, Thompson's, bulk	0 16	0 18
Seedless, 16-oz. packets	0 16	0 18
Do., Bakers, Thompson's, 50s	0 16	0 18
Crown Muscatels, 25s	0 14	0 16

Beans Are in

Active Demand

Toronto.

BEANS.—Supplies of beans that have been more or less plentiful for some months are diminishing, and while the prices quoted show no change, there is a firmer feeling in the market. Demand is good and stocks are selling well.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$4 00	....
Do., hand-picked	4 25	....
Japanese Kotosashi, per bush.	4 50	....
Rangoons, per bushel	3 00	....
Limas, per lb.	0 11½	0 12

Firmer Prices

Shown in Teas

Toronto.

TEAS.—There is a generally firmer

feeling in the market for teas, and while quotations as far as the Toronto market is concerned are unchanged, indications at primary points are that prices are strengthening. Prices, however, show a great variance according to the quality of the tea, and according to the stocks dealers have on hand. Some dealers are offering some of the inferior grades down as low as 35 cents per pound, and the better grades at from 50 to 60 cents, while others declare their best teas cost 45 and 50 cents laid down in Toronto. The bulk of the cheaper grades among Toronto dealers are selling at from 45 to 47 cents. These are mostly Java teas blended with Indian Ceylon teas. Most of the better grades are quoted at from 58 to 62 cents.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 54	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 40	0 45
Opans and Chinas—		
Early pickings, Japans	0 53	0 55
Second pickings	0 48	0 50
Hyson Thirds, lb.	....	0 45
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Sharp Decline is

Shown in Cloves

Toronto.

SPICES.—Several changes are noted in quotations on spices this week. The tendency is downward. Cloves have declined to 50 cents per pound. Black pepper is selling at from 38 to 40 cents per pound, and white pepper at 47 cents. A sharp decline has taken place in cream of tartar, American high test, two-ounce packages, in cases of one dozen, selling at \$1.40.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves	....	0 50
Ginger	0 30	0 45
Herbs—		
sav. thyme, parsley,	0 40	0 40
mint, savory, Marjoram	0 35	0 40
Pastry	0 22	0 30
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	....
Peppers, white	....	0 47
Panrika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s.	0 45	0 50
Do., 80s	....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole	....	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric	....	0 30
Cream of Tartar—		
French, pure	0 75	0 80
American high test	....	....
2-oz. packages, doz.	....	1 40
4-oz. packages, doz.	....	2 50
8 oz. tins, doz.	....	6 75

New Vegetables Are

in Brisk Demand

Toronto.

VEGETABLES.—Ontario potatoes are slightly easier again, the majority of the dealers quoting them at \$2 per bag. Western potatoes are being sold around \$2.25 per bag. New potatoes from Florida are being offered much cheaper this week at from \$8 to \$8.50 per barrel. The domestic vegetables have been pretty well cleaned up and there is not a great deal of demand for them, the consumer now preferring the fresh stuff. New cabbages are selling at from \$9.25

to \$9.75 per crate according to the size. The market for onions is very firm. First quality Texas onions are selling at \$5.25 per crate. There are very few Canadian onions to be had and dealers quoted Canadian yellow onions in 75 pound bags at \$7. Florida cucumbers are selling at from \$4.25 to \$4.75 per hamper. Mexican tomatoes are offered this week for the first time in four basket carriers at \$4.75. Florida tomatoes are arriving in good quantities and range all the way from \$6.75 to \$8.50 according to the size of the crate. Canadian asparagus is selling in eleven quart baskets at from \$4 to \$4.50.

Asparagus, Cal., 12 large bunches to case	6 00	\$7 00
Can. Asparagus, 11 qt. baskets	4 00	4 50
New beets, hamper	....	3 00
Cabbage, large crate	9 25	9 75
Cauliflower, Cal., per hamper	....	3 50
Do., Oregon, large flat crate, 10 to 18 heads	....	5 50
Celery, Florida, 3s to 6s, 8s.	7 50	8 00
Carrots, bag	....	1 75
Do., Imported, hamper (3 doz. bunches)	....	3 00
Cucumbers, 7 doz. (imported)	4 25	4 75
Do., Do., domestic	....	5 00
Boston hothouse cucumbers, doz.	2 50	2 75
Leamington hothouse cucumbers, 11-qt. basket	2 50	3 50
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case	....	4 50
Do., Do., Florida, 30 head to hamper	....	4 50
Do., leaf, doz.	0 35	0 50
Onions, Can., Yellow, 75-lb. bag	....	7 00
Do., green Shallots, doz.	....	1 00
Do., Texas, crate	5 25	5 50
Parsnips, bag	....	0 75
Parsley, large bunches, doz.	....	1 00
Peppers, green, doz.	1 00	....
Potatoes, Sweet, Louisiana, hamper	....	2 50
Potatoes, Ontario, bag	2 00	2 10
Spinach, hamper	....	2 50
Tomatoes, Florida, fancy case	8 50	9 00
Do., Do., choice, case	7 75	8 00
Do., hothouse, No 1, per lb.	0 20	0 45

Pineapples Sell Freely

at Stronger Prices

Toronto.

FRUITS.—Porto Rico pineapples are arriving in good quantities now and are selling freely. Prices this week are a little firmer, selling at \$7.50 for all sizes. Cuban pineapples made their first appearance this week, 18's 24's and 30's selling at \$6. and 36's at \$5.75. There is a good demand for pineapples now for preserving purposes. Strawberries are being offered plentifully at from 30 to 32 cents for quarts, quotations being much easier than last week. Grapefruit is not very plentiful these days. There is some California grapefruit in 64's, selling at \$5.75 per box and some 48's that are quoted at \$5. Lemons are selling at from \$4.75 to \$5 per box. The market for oranges is unchanged this week, prices ruling steady with those quoted a week ago. Canadian apples are now off the market, but Washington winesans are quoted at \$6 per box.

Apples—		
Do., Winesans, box	....	\$6 00
Bananas, per lb.	0 07	0 07½
Grapefruit—		
Florida 54s	....	5 75
Cuban, 46s	....	4 75
Do., 54s	....	5 00
California, seedless, 64s	....	5 75
Do., Do., 48s	....	5 00
Oranges—		
California navels, 100s	....	5 00
Do., 126s	....	5 75
150s, 176s, 200s, 216s, 250s	....	6 50
Do., 176s	6 75	7 00

Do., 200s, 216s, 250s	7 25
Valencias—	
150s, 176s, 200s, 216s, 250s.	6 75
288s	5 50
324s	5 50
Lemons, Cal., 270s, 300s, case....	4 75

Rhubarb, doz. bunches	1 50	....
Pineapples—		
Porto Rico, 24s, 30s, 36s, case..	7 50	
Do., 36s, case	6 75	
Strawberries, quarts	0 30	0 32
Do., quarts	0 40	0 45

WINNIPEG MARKETS

WINNIPEG, May 12—Trade continues to be very satisfactory in the market. Despite advancing prices in many lines there is a good buying movement which indicates good conditions among the retail trade.

Advance Continues in Coffee Market

Winnipeg.

COFFEE.—The production of Santos coffee has fallen off greatly, according to authoritative reports received, and a steadily advancing market may be looked for. The withdrawal of the blacklist is also making its effect felt. The increased demand for coffee, due to prohibition and the destruction to the Brazilian coffee crop by frosts, are also big factors in increasing prices. It was recently stated by John W. Olson, president of the Chicago Retail Tea and Coffee Dealers' Association, that better grades of coffee will be forced up 100 per cent. Following quotations show an advance in Mexican, Bogota, and Costa Rica coffees:

Green Coffee—		
Rio, No. 7	0 26	0 28
Santos, fine old crop	0 30	0 32
Bourbon	0 30	
Mexican	0 36	0 38
Bogota A	0 36	0 38
Costa Rica	0 37	0 40

Further Advance Likely in Crisco

Winnipeg.

CRISCO.—Following the recent advance of 70 cents per case on crisco, several jobbers report that another advance is expected very shortly. Prevailing prices are \$11.15 per case of 36 one-pound tins, and per case of 12 three-pound tins, with deduction of 5 cents per case in 5 case lots.

Tea Market is Moving Rapidly

Winnipeg.

TEA.—There is a continued good demand for tea, and with the opening up of this market a firmness is being reflected in prices. Retailers generally appear to be moving the tea stocks carried in excess of normal needs during the war. Prices are unchanged this week, but higher quotations may be looked for before long.

Tea—		
Souchongs	0 40	0 42
Pekoe	0 42	0 44
Broken Pekoe	0 44	0 48
Broken Orange Pekoe	0 48	0 50

Many Declines in Vegetable Market

Winnipeg.

VEGETABLES.—Head lettuce has again declined and is now being quoted as low as \$4.00 per case. Cauliflower has advanced to \$4.00, as predicted in these columns. No Florida tomatoes are now on this market. Mexican tomatoes are quoted at \$6.50 to \$7.00. Wash-

ington asparagus has declined to \$4.00 per box. Washington spinach is quoted at \$1.50 to \$2.00 and radishes at \$4.50 per box. Green onions have also declined. Beets and carrots are very scarce and there is little to offer.

Cucumbers, doz.	3 50	4 00
Cabbage, Cal., new	0 10	
Cabbage, lb., local	0 06	
Beets	0 07	
Carrots	0 07	
Head Lettuce (case)	4 00	
Turnips	0 04	
Onions, silvers and yellows, lb.	0 04	0 05
Radishes, box, wash.	4 50	
Parsley, imported, doz.	0 90	
Celery (case)	10 00	
Cauliflower, doz.	4 00	
Potatoes 10-20 bush. lots, bush.	0 90	
Tomatoes	6 50	7 00
Onions, green, box	3 00	
Asparagus, box, Wash.	4 00	
Spinach, Wash., box	1 50	2 00

Strawberries Up; Cherries on Sale

Winnipeg.

FRUITS.—Strawberries from Arkansas and Tennessee are being quoted in a slightly higher range than was the Florida fruit. Washington rhubarb has taken another decline of \$1.00 per 40 lb. box. Apples are practically cleaned up. Some express shipments of cherries are on this market at prices ranging from \$7 to \$8 per box. Larger shipments are expected very shortly. California grapefruit is quoted at \$5.50 per case, while Florida fruit ranges from \$6 to \$8 per case, according to size.

Oranges,	7 00	8 00
Lemons, Cal.	5 00	7 00
Bananas, lb.	0 08½	0 09
Strawberries, case, qts.	7 00	8 00
Rhubarb (Man. hothouse)	0 18	
Rhubarb (Washington), 40 lb. box	2 50	
Grapefruit, Cal., case	5 50	
Grapefruit, Florida, case	6 00	8 00
Cherries	7 00	8 00

No Decline in Spices

Winnipeg.

SPICES.—Spice in the United States are well cleaned up and no decline in prices is anticipated. The spice season is now coming on and only limited quantities are available. The decrease in freight rates is counterbalanced by the recent advance in the primary markets.

Shortage of Sugar Possible

Winnipeg.

SUGAR.—No change of importance is looked for in the sugar market before the fall, when overseas demand will be felt. Some jobbers point to the possibility of a shortage of sugar at preserv-

ing time. The Cuban sugar crop this year will be worth \$492,000,000, as compared with \$355,000,000 last year, providing favorable weather continues. It is expected that considerable time will elapse before the production of beet sugar in Europe approaches its pre-war importance.

New Pack Jams Will Be 10% Higher

Winnipeg.

JAMS.—Prices on the new pack of pure jams are expected to be about 10 per cent. higher than those prevailing at present. There is a world shortage of jams, particularly small fruit lines such as strawberry, raspberry and black currant. Limited stocks of these lines are available on this market, and a local broker has detail men calling on retailers to point out the necessity of arranging for supplies while such are to be had. This situation applies to pure jams however, as there are larger supplies of mixed jams to be had.

Rice Will Return to Highest Levels

Winnipeg.

RICE.—The rice market has firmed up and jobbers predict that this market is likely to return to the highest levels reached at any time during the war. Prices are unchanged this week, as follows:

Rice—	
Extra fancy, Japan, 100-lb. bags	0 13¼
Fancy Japan, 100-lb. bags	0 12½
Siam, 100-lb. bags	0 08½
Tapioca, lb.	0 11½
Sago, lb., in sacks	0 10¼
Less quantities	0 10¾

New Crop Dried Fruits Very High

Winnipeg.

DRIED FRUITS.—Nearly all lines of dried fruits are off the market in California until the new crop comes in, when prices will be very high. Apricots, which were selling at 5 cents per pound, are being quoted at 36 cents for the new crop. New peaches are also very high. A local jobber states to CANADIAN GROCER that he is buying raisins now for selling in the Fall of 1920. The demand is great and as a shortage is in sight some packers have stopped booking orders for these lines. There is a particularly heavy demand for new crop raisins.

Prunes—		
40-50s, 25-lb. boxes, per lb.	0 20	0 22
50-60s, 25-lb. boxes, per lb.	0 19¾	
60-70s, 25-lb. boxes, per lb.	0 18½	
70-80s, 10-lb. boxes, per lb.	0 18½	
80-90s, 25-lb. boxes, per lb.	0 16½	
70-80s, 25-lb. boxes, per lb.	0 17½	
90-100s, 25-lb. boxes, per lb.	0 15	
90-100s, 10-lb. boxes, per lb.	0 16	
Peaches, choice, 25-lb. boxes	0 21	
Apricots, choice, 25-lb. boxes	0 26	
Do., standard, 25-lb. boxes	0 23	

Raisins—		
Muscadels—		
1 Crown, 25-lb. boxes	0 14	
Seeded—Bulk, 25-lb. boxes	0 13	
Pears, extra choice, 25-lb. boxes	0 22	
Apples, 50-lb. boxes	0 18	
Apples, 25-lb. boxes	0 18¾	
Apples, 10-lb. boxes	0 19	
Currents, 50-lbs., 3-crown	0 19	

(Continued on page 46)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 14.—Crisco again advances, this time 35 cents. Heavy advance on lard is also looked for this week. Boneless back bacon is 2 cents higher; other cuts running from half to cent and half advance. Cheese, 32 to 34c. New laid eggs are from \$14.00 to \$14.50. Ninety to a hundred prunes are now quoted at 15 cents, though some arriving next week will be around 18c. A car of Tennessee strawberries arrived yesterday and is selling: quarts, \$12.00 a crate. Navel oranges practically cleaned up. Valencias, \$7.00 to \$8.00. California grapefruit, \$6.50, this variety being only kind now on the market. Oleomargarine advanced a half cent.

Beans, B.C.	7 00	7 50
Flour, 98s. per bbl.		10 50
Rolled oats, 80s.	3 50	3 60
Rice, Siam, cwt.	8 50	8 50
Rice, China mat., No. 1	4 90	
Do., No. 2	3 95	
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated cwt.		11 02
Cheese, No. 1, Ontario, large	0 32	0 34
Butter, creamery, lb.	0 59	0 60
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		20 70
Eggs, new-laid, local	14 00	14 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated, 50s, lb.	0 20	0 20
Do., 25s, lb.		0 20½
Apples, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s		0 15
Do., 60-70s		0 21
Do., 40-50s		0 24
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	8 00
Lemons, case	6 00	6 50
Grapefruit, California		6 50

Hogs, live weight, are bringing 21 cents on the local market, which constitutes a record. Crisco is up 70 cents a case. A couple of cars of Louisiana strawberries have arrived and are commanding \$10 for 24 quarts. Cuban pineapples are due to arrive on Thursday and will sell from \$7 to \$8.50 per case. 24's, 40's and 36's at \$8.50; and 42's, \$7.50; and 48's, \$7.00. The last of the navel oranges are coming in now and the price ranges from \$7 to \$8.50.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, boils	3 65
Rice, Siam, cwt.	7 40
Sago, lb.	0 12
Tapioca, lb.	0 13
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, Creamery	0 58
Lard, pure, 3s, per case	19 45
Bacon, lb.	0 47
Eggs, new-laid	0 50
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Grapefruit	7 50
California oranges	7 00
Pineapples	7 00
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 14.—Butter and eggs are again easier this week, eggs, being quoted at 46 to 47c; case, 44 to 45c. Butter, creamery, 50 to 52c; dairy, 46 to 48c; tub, 44 to 45c. Ordinary cornmeal is somewhat higher, \$3.70 to \$3.80. Lard has also advanced, pure, 36½c; compound, 29c. Evaporated apples are selling 20½ to 21c. Potatoes have also advanced and are quoted at \$4.00. Grapefruit, \$6.50 to \$8.00. Bananas, \$9 to \$10. Apples, \$5.75 to \$6.00. Bermuda onions, 4.50 to \$5. There are no Canadian onions on the market.

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 70
Rice, Siam, per 100	8 75
Molasses	0 88
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 46
Eggs, case	0 44
Breakfast bacon	0 38
Butter, creamery, per lb.	0 50
Butter, dairy, per lb.	0 46
Butter, tub	0 44

Margarine	0 33	0 35
Lard, pure, lb.		0 36½
Lard, compound		0 29
American clear pork	56 00	60 00
Beef, corned, ls		4 90
Tomatoes, 3s, standard, case		3 90
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 00
Corn, 2s, standard case		4 30
Peas, standard case		2 90
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 20½	0 21
Peaches, per lb.		
Apricots, per lb.	0 24	0 25
Potatoes—		
Natives, per bbl.		4 00
Onions, Can., bag		
Do., Bermuda, per crate	4 50	5 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 50	7 50
Grapefruit, case	6 50	8 00
Bananas, per lb.	0 09	0 10
Apples, box	5 75	6 00

WEEKLY MARKET REPORTS

(Continued from page 45)

Little Change in Canned Goods

Winnipeg.

CANNED GOODS—The local market is firm with very little change being made in quotations. Some jobbers anticipate a shortage of certain lines of canned goods at harvest time.

Corn—	
2s	\$4 45
Peas—	
Standard, 24 x 2's	3 20
Tomatoes—	
2½s, Can.	3 75
Peaches—	
Heavy Syrup, 24 x 2s	5 80
Pears—	
Light syrup, 24 x 2s	3 90
Plums—	
Lombard, light syrup, 24 x 2s	4 00
Lombard, heavy syrup, 24 x 2's	4 10
Strawberries—	
2s	8 15

Higher Beans With Signing of Peace

Winnipeg.

BEANS—The bean market continues very firm. Beans constitute one of the staple lines which are expected to find a big market in European countries when the Peace Treaty has been signed and trade begins to resume its normal course. A particularly heavy trade in beans is expected to be commenced with Russia. For this reason higher prices are predicted before very long. This week quotations are unchanged at \$4.25 per bushel for fancy white beans.

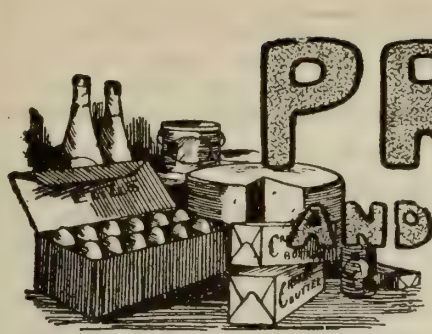
BRITAIN ALSO MAY BE SHORT ON BARLEYCORN

Distillers of whiskey in the United Kingdom are threatening to refuse supplies if an increased tax on the manufacture of spirits is imposed in the forthcoming budget, without provision for an increase in the present retail price of

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 14.—There has been a heavy export of eggs from this district, about twenty cars having been shipped within past two weeks. Prices are higher f.o.b., Regina, 47c. Jobbers, 48½c; retail, 50 to 55c. Receipts are not improving. Butter declined two cents, and creamery is 58 cents. All pork products advanced last week with prospects of another advance this week.



PRODUCE AND PROVISIONS

High Butter Prices Likely to Continue

General World Shortage the Underlying Reason—Canada Has Met Heavy Demand and Has Depleted Her Stocks for American Use

THE sharp advance that characterized butter a week or so ago, and the strong feeling that is still evidenced in this product has given rise to a good deal of comment and of criticism of the agencies distributing butter.

As a matter of fact, however, the gradually mounting price was but another indication of the bare state of the world's cupboards. The world's butter stocks are abnormally light, and the great producing countries have, in many cases, not been factors on the market for some years past. Denmark, Scandinavia and Russia were heavy exporters of butter in the years prior to the war, and from these countries Britain and other European countries less favored in that regard were wont to draw their supply. But during the past years the great dairy herds of these countries were largely slaughtered. Meat was too urgently needed, and feeds were too high to leave much room for thoughts of the future of their great industry.

The result of this condition has of course been that other countries, notably Canada and the U. S., have been compelled to take up the work of supplying England and allied Europe with butter.

World Shortage Affects Price

As long as there is a shortage of butter in Europe prices will remain high, and it is to be remembered that once the peace terms are signed, Germany, who for years past has been denied these necessary fats, will be on the market, and will make still further demands on the world's already none too abundant supply. During the period of the war the shortage of butter and fats of all kinds in Great Britain and on the Continent became so severe as to cause actual suffering, and even to-day supplies are very limited. The resources of North America in this direction were drained to the utmost during the war, and to-day we find ourselves at the opening of another season with our storehouses depleted and the demand, which it is impossible to fill, as insistent as ever. In the United States the scarcity during the past month has been as acute as in Canada owing to the fact that less

butter than usual was stored for home consumption in order to ship as much as possible to the hungry people overseas.

Government Requisitioning Assured High Price

As far as Canada is concerned, the first step towards the present high prices was the action of the Government last fall when they commandeered six weeks' make of butter from our factories and shipped it overseas. Since the winter dealers have been obliged to supplement their stocks from other quarters. American buyers have been in the same fix and have actually become large purchasers of Canadian butter. Butter was brought in from New Zealand at New Zealand prices, but not sufficient quantities to ease the situation. It was indeed this factor that brought about the spectacular advance of a week or more ago. This buying demand from across the line is a serious matter that must be faced if Canada is to retain a sufficient supply of butter to meet her domestic needs.

Use of Margarine Equals Exports

As the case now stands the use of margarine pretty well equalled the export of butter. Figures for the nine months ending February of this year showed a total export of 12,358,996 pounds and imports of 1,486,343. During the same period there was imported 4,031,612 pounds of margarine and 8,000,000 pounds were produced in the country, so that it would appear that but for the use of margarine there would have been no exportable surplus of butter.

Dr. R. J. McFall, commissioner of the cost of living, is of the opinion, according to his published statement, that the remedy for the butter situation in Canada consists in the reimposition of the regulations as to export and profit limitation. He would not ban exports but he would limit the export to the quantity which can be spared. It would seem that this is about the only way whereby price of butter can be kept anywhere near normal.

STRIKING PACKING HOUSE EMPLOYEES RETURN TO WORK

After being out on strike four days, a settlement was finally reached between the employees and officials of the various Toronto packing plants, and the men returned to work on Monday morning of this week after the plants had been idle just a week. While the closing of these large plants certainly caused some inconvenience and a certain shortage of supplies, there was no great hardship as a result of the dispute, and fortunately the striking workmen were content to await developments without resorting to violence.

The packing house officials, too, were content to await the turn of events, which they were confident would soon end the dispute. The businesses of all the concerns suffered considerably owing to the enforced inactivity, and heavy export business was held up.

Had the strike continued for any length of time it would have been necessary for the plants to use strikebreakers to avoid serious losses. Fortunately, however, the decision to accept the findings of a commission of investigation was made before any such action was deemed necessary.

While the week's loss of business has put plants behind in their local business and will undoubtedly occasion some delays and difficulties, there is little doubt but that this condition will remedy itself in a very short space of time.

PRODUCE COMPANY WOUND UP

An order winding up the Dominion Produce Co., Ltd., of which G. T. Clarkson has been receiver, was made at Osgoode Hall, by Mr. Justice Middleton, on the petition of Isaac W. Steinhoff. The company was incorporated last October, and continued in business until March 24. The assets are \$12,000, and the liabilities \$35,107, leaving a nominal deficiency of \$27,000. Among the assets are the premises at 30 Claremont Street. A reference is directed to Official Referee J. A. C. Cameron.

NO ENGLISH PEEL

There is not expected to be any exportation of peel to this country from England for some time yet, and Canadian packers are taking steps to supply the grocery trade with peel again this year.

Manitoba Merchants Favor Margarine

Enquiries Sent to Upwards of One Thousand Merchants Result in About Ninety Per Cent. of the Merchants Declaring Themselves in Favor of the Product

OVER a thousand grocers and general dealers in Manitoba have been asked to state whether they were favorable to the sale of oleomargarine. About ninety per cent. of the replies were to the effect that the public should be able to purchase oleomargarine if they so desired. The doubtful replies came from dairying districts, where merchants replied that they were unable to answer the question, as there was no demand for it.

The investigation was made by J. H. Curle, of the Manitoba Branch of the Retail Merchants' Association. It resulted from a letter received from Mr. Trow-

ern, the Dominion Secretary, who stated that there was a strong movement on foot at Ottawa aimed at the prohibition of the importation of oleo. A special grocers' committee had reported favorably on the sale of margarine, particularly in view of the high cost of butter. Manitoba was asked to state what the view was there, and for that reason all grocers and general merchants were circulated.

As a result of the investigation, Mr. Curle wired Mr. Trowern as follows: "Grocers favor sale oleomargarine particularly when butter is so high priced."

TO ASSURE SUPPLY OF MEAT

LONDON, May 6.—The British Board of Trade have appointed a committee to consider the means of securing sufficient meat supplies for the United Kingdom at reasonable prices, with special regard to the development of meat production in the United Kingdom and in the British Overseas Dominions, and to the protection of British markets and of producing countries within the Empire from domination by foreign organizations.

HALIFAX PROSPERED DURING WAR

High Prices For All Fish Stuff and Widely Enlarged Markets For These Products Caused General Prosperity

All classes of business in Halifax enjoyed an extraordinary degree of prosperity during the war, and there has been a great accumulation of wealth there. The high prices of all fish stuffs during the war made prosperity among the fishermen and those engaged in the fish business very widespread. Supplies of Norwegian and Scotch cure were cut off from West Indies and South America, and the war also curtailed the supply of Pacific coast fish; the result was a great advance in prices in the Lunenburg catch.

The war brought greater prosperity to the fishermen and fish exporting houses of Nova Scotia than at any time since the American revolution. The market is now very bare of dry fish for the export trade; but there is a lot of pickled fish held on which some one is liable to suffer a very heavy loss. The fish were bought at as high as eleven dollars a barrel, and there are said to be from twenty to twenty-five thousand barrels held in Halifax, which show a loss of nearly seven dollars a barrel.

Canadian herring only displaced the Norway cure because of war conditions. The Norway catch is made from January

to June; and with the war over will be available for the markets which it formerly controlled, and which its superiority to the Canadian cure can quickly regain. At the first of the year, holders of herring were looking for very high prices to be assured them; but the feeling now is that there will be a loss of around one hundred and fifty thousand dollars on herring.

FAVOR EXCLUSIVE BRANDS OF CONFECTIONERY

(Continued from page 31)

said this informant. "The quality of this candy is good and we push it altogether. It is always good, and our customers are well satisfied with the line we have been selling them."

One of the points developing here also, was that of a good margin of profit carrying with this brand. It had proven an inducement in the firm's deciding to handle it, and larger sales were developing all the time.

It is worthy of note that the brand got behind by Bray Bros., is different from the one Limoges Bros., of Montreal, are featuring. Both brands have been advertised to the general public. Both merchants are satisfied with the quality and profit made; but each has actually been SOLD on a different brand—illustrating convincingly the influence of the retail dealer in marketing a product.

The Lea Grocery, Simcoe, Ont., devotes a great deal of attention to the sale of boxed confectionery, and handles three different lines. They find, however, the bulk of their sales to be in the ——— line, as these are the goods that they have specialized in. They have a good sale in the other lines, and where the candies are not asked for by name they are inclined to sell one of the other two lines in order to keep their stock equalized. These three lines were stocked because they were considered the best pro-

curable, and they are featured by window and interior display and also by personal salesmanship, which has been largely responsible for making this an important item in the general business.

Ask By Price Rather Than Name

W. J. McCully, Stratford, Ont., handles two lines of chocolates and makes an attractive display in individual dishes. Their experience has been that customers ask for certain priced goods rather than a certain name. Indeed, there is no brand name used at all, and the lines are chosen because they are believed to be good, and have been found to satisfy the trade of the store. Mr. McCully states that though there is no name used in the sale they do not change the brand, unless in their judgment, they can give a better value at the price.

W. E. Preston & Co., Midland, Ont., handle ——— exclusively, giving as their reason that, as far as their knowledge goes, the manufacturer is the largest of the kind in Canada.

B. G. Brown, Collingwood, Ont., who does a very substantial business in candies, stocks two lines, but finds the bulk of his trade is in ———. In fact till a short time ago this was the only line he carried. The second line was stocked not because of any demand but because the traveler that called on him induced him to try it. While Mr. Brown specializes on this one line, he states he is not obliged in any way to sell it. As a proof of this he has on various occasions, when a good price was offered, and he considered the goods of good quality, stocked other lines and had no difficulty in disposing of them satisfactorily.

Various Reasons For Selections

The longer these investigations are conducted, the more convincing becomes the evidence that the retail dealer, by his attitude towards a particular brand of goods, can either make it or mar it as far as his customers are concerned. He usually picks out one brand—or at the most two or three—which he gets behind. This is the line that shows up strongest on his purchase and sales sheets during the year, because at every opportunity he suggests it or hands it out to customers. His most important reason for selecting any given article is his knowledge of the quality. He knows that unless it has the "staying" powers his customers will refuse it the second time; but once he is convinced of the quality—other things being equal—he gets behind it.

Sometimes it is difficult to choose on the quality basis alone. Then several other considerations come into his selection. For instance, his knowledge of the size and reliability of the manufacturer; the appearance of the package; the appearance of the goods inside; the margin of profit; the personality of the traveling salesman; the proximity of the manufacturer, etc., etc. It is on these and other points that the merchant wants information about goods he is asked to buy and sell.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 13—The hog and cattle markets are firm this week, although hogs eased away during the past week. Some of the cuts, both beef and pork, are moved higher. Cured meats, barrelled pork and cooked meats are also higher. Lard and shortening are firm, as is also margarine. Butter has been fluctuating in price and the same scored several points advance since last report. Cheese tendencies are firm, the demand being active locally, and export outlook being good. Eggs are up 2c per doz. Poultry is firm. Fish are likely to be lower still, fishing on the sea coasts being good and tendencies are that more favorable prices will rule, especially on lobsters, halibut, salmon, etc.

Hogs Quite Steady;

Various Cuts Up

FRESH MEATS.—The hog market has fluctuated during the week, but there is rather a higher price basis than that obtaining a week ago. Prices on abattoir stock, live, are ranging at \$21.50, to \$22 per cwt. There is a fair delivery and a readiness to take supplies. Revision has been made on many of the various cuts, both pork and beef ruling higher for the most part. There is a seasonable trade.

Hogs, live	21 50	22 00
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	31 00	32 00
Sows (heavy)		26 00
Hogs (country dressed)	28 00	29 00

Fresh Pork—		
Leg of pork		0 37
Leg of pork (trimmed)		0 38½
Loins (trimmed)		0 43
Tenderloins, lb.	0 46	0 48½
Spare ribs		0 24
Trimmed shoulders	0 27	0 28

Fresh Beef—		
(Steers and Heifers) (Cows, Lamb, Veal)		
\$0 29 \$0 34 ..Hind quarters..	\$0 27	0 30
0 17 0 22 ..Front quarters..	0 17	0 20
0 42 0 44 ..Loins	0 35	0 38
..... 0 32 ..Ribs		0 30
..... 0 19 ..Chucks		0 18
..... 0 30 ..Hips		0 29
Calves (as per grade)	0 16	0 22
Lambs, 30-40 lbs. (whole carcass), lb.		0 34
No. 1 Mutton (whole carcass), lb.		0 25
Sheep	0 20	0 26

Cured Meats Higher;

Barrel Pork Too

Montreal

CURED MEATS.—Hams and bacon are firm in tone, and the prices have been moved up somewhat. There is a tendency to higher levels while pork holds on its present levels, and little evidence exists of the undertones being weaker. Various grades of barrel pork are firmer.

Cured Meats—		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.		0 41½
14-20 lbs.		0 41½
20-25 lbs.		0 37½
25-35 lbs.		0 34½

Bacon—		
Plain	0 43	0 48
Boneless and trimmed		0 56

Bacon—		
Breakfast, per lb. (as to qual.)	0 44	0 45½
Roll, per lb.	0 35½	0 38

Dry Salt Meats—

Long clear bacon, ton lots....	0 29½	0 30½
Long clear bacon, small lots..	0 30½	0 31½
Fat backs, lb.		0 32

Barrel Pork—

Canadian short cut (bbl.) 30-40 pieces		68 50
Clear fat backs (bbl.) (40-50 pieces)		67 50
Heavy mess pork (bbl.)		54 50
Bean pork (bbl.) (American) (60-80 pieces)		53 00

Price Went Up

on Cooked Meats

Montreal

COOKED MEATS.—Higher prices are in effect for some of the cooked meats, those containing pork being generally affected. Cooked ham is moved up, and there is a higher price level for jellied ox tongue. Jellied pork tongues are quoted at 24c per lb. There is a steady demand.

Head Cheese	0 13	0 15
Meat loaf with macaroni and cheese lb.		0 29
Choice jellied ox tongue		0 52
Jellied pork tongues		0 42
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 53
Hams, cooked	0 50	0 54
Shoulders, roast ..	0 44	0 48
Shoulders, boiled		0 44
Pork pies (doz.)		0 85
Blood pudding, lb.		0 12

Much Lard Sold

Prices Are Held

Montreal

LARD.—Prices are very steadily held on lard, and there is a steady, heavy demand, notwithstanding the fact that brick price is quoted 36c. The tendency is that prices will be high, although any decline on pork would result in some shading of lard prices.

LARD, pure		
Tierces, 400 lbs., per lb.		0 35
Tubs, 50 lbs., per lb.	0 35¼	0 35½
Pails, 20 lbs., per lb.	0 35	0 35½
Bricks, 1 lb., per lb.		0 36

High Shortening,

But Demand Good

Montreal

SHORTENING.—Although the price of 29c for compound lard is a high one, there is quite a steady trade in the line, and supplies are held in ample quantities to meet the needs of the consumer. There is little new to state, and the mar-

ket will be governed much by the undertone of lard.

Tierces, 400 lbs., per lb.	0 27	0 27½
Tubs, 50 lbs.	0 27	0 27½
Pails, 20 lbs., per lb.	0 27½	0 28
Bricks, 1 lb., per lb.		0 29

Is Steady Sale

For Margarine

Montreal

MARGARINE.—Demand continues very satisfactory for margarine, and a great many cases are sold. The popularity of this line is continually manifesting itself, and there will be a good sale right along, it is expected. Prices are quite steadily held in this market.

Margarine—

Prints, according to quality, lb.	0 35	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Butter Regains;

Much Comes Forward

Montreal

BUTTER.—Prices are somewhat higher again on butter, from the levels reached last week. The demand is extra heavy, and there is a good export market in the States, to which, it is understood, quantities have been sent forward. There is a big make of butter now and yet the demand continues very heavy. Prices are scarcely likely to remain as high as they have been, with the advent of good grass-producing weather.

BUTTER—

Creamery prints, fresh made..		0 57
Creamery solids, fresh made..		0 56
Dairy prints		0 49
Dairy, in tubs, choice		0 48

Cheese May Firm

If Open Trading

Montreal

CHEESE.—There may be a firmer position for cheese, if the governmental restrictions are removed this year, and which some now look for. There is a great deal of interest in the production of the various factories, and this means that the output is likely to be in lively demand. Such a condition will tend to firm the prices. At present there is no change.

Cheese—		
Large, per lb.		0 28
Twins, per lb.		0 29
Triplets, per lb.		0 30
Stilton, per lb.	0 30	0 32
Fancy, old cheese, per lb.		0 29

Eggs Are Up 2c;

Many Are Stored

Montreal.

EGGS.—Notwithstanding the heavy receipts, eggs are in heavy and constant demand. Many thousands of dozens have been candled, and this means that the receipts are quickly disposed of. It is also stated that free export has been the order of the day for some time, and that this is continuing. There is a firm undertone to the market.

EGGS—

New-laid		0 52
Selects		0 54

No Low Poultry While Big Demand

Montreal

POULTRY.—While the domestic and export demand for poultry continues as active as it is now, there is little probability of low prices prevailing. Stocks are in fair shape, and there has been a steadiness of outgo which, means that there is little surplus here at the present time. There are no actual changes this week.

Chickens, roast (3-5 lbs.)	0 39	0 40
Chickens, roast (milk fed)	0 44	0 45
Broilers (3-4 lb. pr.)	0 44	0 47
Brome Lake	0 50	0 51
Young Domestic	0 43	0 44
Turkeys (old toms), lb.	0 50	0 50
Turkeys (young)	0 50	0 50
Geese	0 32	0 33
Old fowls (large)	0 38	0 38
Old fowls (small)	0 34	0 34

Fish Plentiful With Lower Prices

Montreal

FISH.—Interest is awakened in fish, in that prices tend to lower on the fresh varieties. There has been a little upward tendency on one or two lines, but the main varieties, such as halibut and salmon, being in better supply, are tending downward. If the supplies keep up, there is little question but that the undertone will be easier and prices less. Lobsters are very much lower, and this is really the height of the season for them. It is a question if prices will be less than they now are on these. Lake fishing is still delayed, there being ice in the larger lakes adjacent to the mountains. The New York expressmen's strike has prevented free delivery from outside.

FRESH FISH		
Carb, per lb.	0 09	0 10
Bullheads (dressed)	0 15	0 15
Gaspereaux, each	0 06	0 06
Haddies	0 13	0 14
Fillet Haddies	0 18	0 18
Haddock	0 07 1/2	0 08
Halibut, Eastern	0 21	0 22
Halibut (Western)	0 20	0 21
Steak Cod	0 10	0 11
Market Cod	0 07	0 08
Flounders	0 10	0 10
Prawns	0 35	0 35
Pike—lb.	0 12	0 12
Live lobsters	0 24	0 25
Boiled lobsters	0 20	0 22
Salmon (B.C.) per lb., Red	0 20	0 30
Lake trout	0 19	0 20
Mackerel	0 20	0 20 1/2
Shrimps	0 30	0 35

FROZEN FISH		
Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, lar. and chicken	0 20	0 21
Halibut, Western	0 22	0 23
Halibut, medium	0 22	0 23
Haddock	0 06 1/2	0 06 1/2
Mackerel	0 14	0 16
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05 1/2	0 05 1/2
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	0 08
Gaspereaux, per lb.	0 24	0 25
Salmon Cohoes round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	0 22
Lake Trout	0 19	0 20
Tom Cods, per bbl.	3 50	4 00
Lake Herrings, bag, 100 lbs.	6 00	6 00
Alewives	0 05 1/2	0 06

SALTED FISH		
Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	

Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 25
Codfish (boneless) (24 1-lb. cartons)	0 20	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 18	0 18
Boneless cod (2-lb.)	0 23	0 23
Shredded codfish (12-lb. box)	2 50	2 50
Dried codfish (100-lb. bbl.)	20 00	20 00

PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	12 00	12 00
Do., half barrel	6 25	6 25
Mackerel, barrel	34 00	34 00
Salmon, Labrador (200 lbs.)	26 00	26 00
Salmon, B.C. (200 lbs.)	24 50	24 50
Sea Trout (200-lb. bbls.)	25 00	25 00

Turbot (200 lbs.)	17 00	17 00
Codfish, tongues and sound, lb.	0 15	0 15
Eels, lb.	0 16	0 17
OYSTERS		
Cape Cod, per barrel	16 00	16 00
Hatouche, per barrel	15 00	15 00
Scallops, gallon	4 50	4 50
Can No. 1 (Solids)	2 50	2 50
Can No. 3 (Solids)	7 50	7 50
Can No. 5 (Solids)	12 50	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	9 00
SUNDRIES		
Paper Oyster Pails, 1/4 per 100	1 75	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25	2 25

ONTARIO MARKETS

TORONTO, May 13—There is a firmer feeling in the butter market this week, in sympathy with the upward tendency in Montreal quotations. Eggs, while continuing in good supply, are also higher. Large quantities are being bought for storage. Fresh meats and pork products are for the most part unchanged from last week.

Fresh Meats Hold at Firm Prices

Toronto.

FRESH MEATS.—Quotations on fresh meats this week are practically unchanged from the preceding week. Prices on live hogs are still hovering around \$22, and as long as such figures prevail there is little likelihood of easier quotations on cuts of meat. Beef, too, is holding up well, and lamb and veal also are steady.

FRESH MEATS		
Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 50	\$29 00
Live, off cars, per cwt.	22 50	22 50
Live, fed and watered, per cwt.	22 25	22 25
Live, f.o.b., per cwt.	20 75	21 00

Fresh Pork—		
Legs of pork, up to 18 lbs.	0 34	0 38
Loins of pork, lb.	0 40	0 41
Tenderloins, lb.	0 46	0 47
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 27	0 27
New York shoulders, lb.	0 28	0 28
Montreal shoulders, lb.	0 29	0 29
Boston butts, lb.	0 33	0 33

Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 19
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 38	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.	0 18	0 25
Calves, lb.	0 29	0 35
Lambs, whole, lb.	0 22	0 25
Sheep, whole, lb.	0 22	0 25

Hams and Bacon Are Unchanged

Toronto.

PROVISIONS.—The market for hams and bacon, while very firm, is for the most part unchanged from a week ago. Ordinary breakfast bacon is selling well at from 42 to 43 cents per pound, and fancy breakfast bacon at from 48 to 50 cents. The strong position of the market for live hogs keeps the market on hams and bacon very firm, and prices, dealers state, are not likely to see much easier levels for some time at least.

Hams—		
Medium	0 39	0 42
Large, per lb.	0 32	0 37
Backs—		
Skinned, rib in	0 48	0 50

Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 43
Breakfast, fancy, per lb.	0 48	0 50
Roll, per lb.	0 34	0 36
Wiltshire (smoked sides), lb.	0 39	0 40
Dry Salt Meats—		
Long clear bacon, av. 50-70 lb.	0 30	0 31
Do., aver. 70-100 lbs.	0 29	0 30
Fat backs, 16-20, lb.	0 29	0 29
Out of pickle, prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—		
Mess pork, 200 lbs.	60 00	60 00
Short cut backs, bbl., 100 lbs.	60 00	60 00
Pickled rolls, bbl., 200 lbs.		
heavy	57 00	59 00
Do., do., do., lightweight.	59 00	60 00
Above prices subject to daily fluctuations of the market.		

Roast Hams Are Slightly Higher

Toronto.

COOKED MEATS.—There is a very firm feeling in the market for cooked meats although prices show very little change from last week. Roast hams, without dressing, are quoted a little higher at from 54 to 55 cents. Head cheese is quoted at 15 cents per pound. Choice jellied ox tongue is quoted at from 53 to 54 cents per pound.

COOKED MEATS		
Boiled hams, lb.	\$0 53	\$0 54
Hams, roast, without dressing, lb.	0 54	0 55
Shoulders, roast, without dressing, per lb.	0 46	0 47
Head Cheese, 6s. lb.	0 15	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 24	0 25
Choice Jellied Ox Tongue, lb.	0 53	0 54
Pork and Tongue, lb.	0 34	0 34
Above prices subject to daily fluctuations of the market.		

Margarine Holds at Steady Prices

Toronto.

MARGARINE.—There is a good demand for margarine at steady prices. The more plentiful supply of butter and the easier prices of the same have had very little effect on the demand for margarine, and the product continues to sell well.

Margarine—		
1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28
Solids, 1c per lb. less than prints.		

Shortening is in Brisk Demand

Toronto.

SHORTENING.—Quotations on shortening this week are very firm, prices ranging from 27¼ to 28 cents per pound tierce basis. There is a very active demand for shortening.

Shortening, tierces, 400 lbs., lb. \$0 27¼ \$0 28
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Butter is Again Slightly Firmer

Toronto.

BUTTER.—The market for butter has become firmer again following the weakness that developed in the trade last week. Higher prices are reported at Montreal and these have had their effect on the Toronto market. Dealers here are paying 52 cents per pound at the creamery. Creamery prints are selling to the trade at from 54 to 55 cents, and dairy prints at from 46 to 48 cents.

Creamery prints (fresh made).....	0 54	0 55
Creamery solids (fresh made).....	0 53	0 55
Dairy prts, fresh separator, lb.....	0 50	....
Dairy prints, No. 1, lb.....	0 46	0 48

Lard Strong at 35 Cents Pound

Toronto.

LARD.—The market for lard has advanced this week and dealers now are quoting 35 cents per pound. The demand is almost greater than the supply and this has caused the upward tendency. The firm position of prices in regards to all pork products is also a factor.

Lard, tierces, 400 lbs., lb. 0 35
In 60-lb. tubs, ¼c higher than tierces, pails ½c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Prices Quoted on Eggs Are Higher

Toronto.

EGGS.—Receipts of eggs are still very plentiful, but there is a decided firmness to the market. Large supplies are being stored. Dealers are paying from 44 to 45 cents for them in the country. New lays are selling to the trade at from 49 to 50 cents.

Eggs—		
New lays in cartons, doz.....	0 50	0 52
New lays, doz.....	0 49	0 50

Prices shown are subject to daily fluctuations of the market.

Poultry Quiet; Prices Are Firm

Toronto.

POULTRY.—There is no change in the poultry market, the trade being generally quiet and demand a little slow. Frozen poultry is largely supplying the trade. Prices are firm and supplies are ample for the trade.

Fresh Halibut is Now Arriving

Toronto.

FISH.—Fresh sea halibut is now coming forward freely and is selling to the trade at from 22 to 23 cents per pound. There is no fresh lake herring being offered, but offerings of the fresh in-

land water fish are fairly plentiful. Fresh mullets are selling at 5 cents per pound and sun fish from around Trenton are also being sold. Lake trout is easier this week at from 17 to 18 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.....	\$0 11	\$0 12
Do., market, lb.....	0 09	0 10
Haddock, heads on, lb.....	0 09	0 10
Halibut, lb.....	0 22	0 23
Flounders, lb.....	0 07	0 10

FRESH FROZEN SEA FISH		
Cod Steak, lbs.....	0 09	
Do., market, lb.....	0 05	0 07 ½
Flat Fish, B.C., lb.....	0 10	
Flounders, lb.....	0 08	0 10
Gaspereau, lb.....	0 05 ½	0 07
Haddock, lb.....	0 07	
Halibut, medium, lb.....	0 22	0 23
Do., chicken, lb.....	0 29	0 21
Do., large, lb.....	0 21 ½	0 22
Herring, lb.....	0 06	0 07
Mackerel, lb.....	0 11	
Salmon, Cohoe, lb.....	0 19	
Do., Qualla, lb.....	0 12 ½	0 15
Do., Red Spring, lb.....	0 23	0 24
Do., Gaspe, lb.....	0 24	0 23
Smelts, No. 2, lb.....	0 09	
Do., No. 1, lb.....	0 17	
Do., Extra, lb.....	0 25	
Tomcods, lb.....	0 07	
FRESH LAKE FISH		
Lake herring, lb.....	0 12	
Trout, lb.....	0 17	0 18

Whitefish, lb.....	0 23	0 25
Mullets, lb.....		0 05
FROZEN LAKE FISH		
Herrings, Lake Superior.....		0 03
Do., Lake Erie, lb.....	0 06	0 06 ½
Mullets, lb.....	0 07	0 08
Pickarel, lb.....	0 14	0 15
Pike, round, lb.....	0 07	0 08
Trout, lb.....	0 17	0 18
Tulibeas, lb.....	0 09	0 10
Whitefish, lb.....		0 11

Price Tendencies on Cheese Are High

Toronto.

CHEESE.—Now that there is no fixed price for cheese possible, it is being sold in the open market and prices thus far this season are showing a rising tendency. The market is cleaned right out of old cheese. New large cheese is ranging from 28½ to 31 cents. New Stiltons are quoted at from 31 to 32 cents. High prices were paid on all the cheese boards last week.

Cheese—		
Old, large.....	\$0 34	\$0 35
New, large.....	0 30	0 31
Stilton (new).....	0 31	0 32
Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.		

WINNIPEG MARKETS

WINNIPEG, May 12—There is a very firm feeling noted in all produce lines. Hogs remain firm at the recent figures of last week, while butter and eggs are in a very firm position. There is only a nominal demand for poultry. Fish is considerably cheaper.

Upward Tendency in Egg Market

Winnipeg.

EGGS.—There is a higher tendency apparent in the egg market with country shippers commanding prices as high as 46 to 47 cents per dozen. These prices are quoted to the retail trade.

Storage Butter Cleaned Up

Winnipeg.

BUTTER.—With the approach of warm weather receipts of creamery butter will be heavier. For a while all the new make will go into immediate consumption as storage stocks are practically cleaned up. Prices are steady at 58 to 60 cents per pound for fresh-made creamery No. 1 cartons.

Hogs Very Firm; Heavy Run in U.S.

Winnipeg.

PROVISIONS.—Hog prices will likely remain firm, even though there is good reason for expecting a heavy run of hogs in the United States. Quotations this week are unchanged at \$21.25.

Hams—		
Light, lb.....	0 39	0 40
Medium, per lb.....	0 38	
Heavy, per lb.....	0 32	0 36
Bacon—		
Breakfast, select, lb.....	0 40	0 40
Backs.....	0 40	0 44
Dry Salt Meats—		
Long clear bacon, light.....	0 26	
Backs.....	0 33	
Barrelled Pork—		
Mess pork, bbl.....		45 00

Lard, Pure—

Prints.....	0 32
Cases, 5s.....	17 92
Cases, 3s.....	18 00
Tierces.....	0 29
Tubs, 50s, net.....	14 63
Pails, 20s, net.....	6 30

Cheese—

Ontario, large fresh.....	0 29
Manitoba, large fresh.....	0 28

Little Movement in Poultry

Winnipeg.

POULTRY.—There is very little movement in the poultry market and prices are steady at last quotations.

Fresh Fish More Plentiful

Winnipeg.

FISH.—Fresh trout is on the market now at 20 cents per pound. A small advance is noted on whitefish. Fresh halibut is also being quoted this week at 22 cents per pound. Supplies of all lines are plentiful and the demand is being well maintained.

LAKE FISH		
Whitefish (cleaned), lb.....	0 12 ½	
Whitefish (frozen), lb.....	0 12	
Pickarel, lb.....	0 13	
Pickarel Fillet, lb.....	0 35	
Frozen Trout, lb.....	0 16	
Fresh Trout.....	0 20	
Round Jackfish, lb.....	0 09	
Dressed Jackfish, lb.....	0 09 ½	
Frozen Goldeye, lb.....	0 07 ½	
Speckled Trout, lb.....	0 35	
Fresh Salmon.....	0 30	

SEAFISH		
Fresh Halibut.....	0 22	
Frozen Halibut, lb.....	0 20	
Frozen Salmon, lb.....	0 20	
Fresh Salmon, lb.....	0 30	

Hams

Hams are cheaper than either Breakfast or Back Bacon. We have them Smoked for either Boiling or Frying. We have them Pickled for Boiling only. We have them also cooked ready to serve and we have them fresh for roasting. Small, Medium and Large in Size. Let us have your order for them.

F. W. FEARMAN CO
LIMITED
HAMILTON

**VEGETABLES
PROPERLY DISPLAYED
WILL BRING
MORE TRADE**

Illustrated
Catalogue
on
Request



DISPLAY STAND and MIST MACHINE

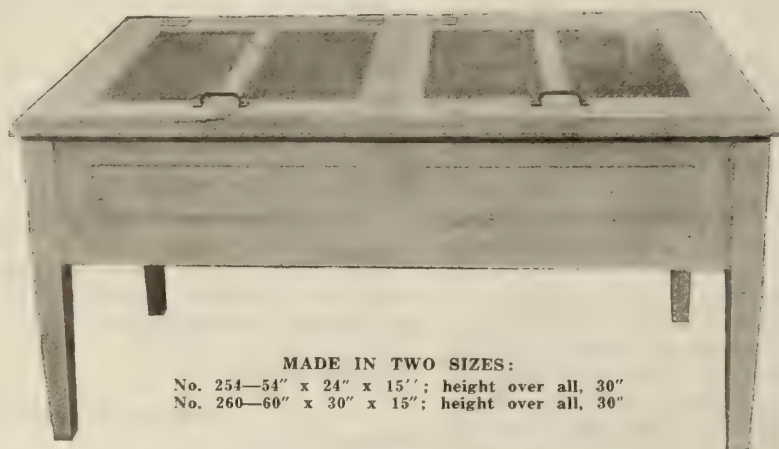
Keeps Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

THE W. A. FREEMAN COMPANY, LIMITED
HAMILTON - ONTARIO

Branches at TORONTO MONTREAL WINNIPEG



MADE IN TWO SIZES:
No. 254—54" x 24" x 15"; height over all, 30"
No. 260—60" x 30" x 15"; height over all, 30"

Sell LOTS of Fish this Summer—

*You Can With
Proper Display*

If fresh fish has never been much more than a nuisance to you, the trouble is probably more yours than your customers'. Most people consider fish an excellent summer food. And they'll buy it—lots of it—when it looks as fresh and is displayed as temptingly as in an

ARCTIC Fish Case

There are hundreds of dealers making enough out of fish alone during the summer to help offset the slowing-up in "off-season" lines. But all of them realize that absolute protection and proper display is a prime necessity to profitable and extensive sales.

The Arctic Fish Case is a display case and refrigerator in one, built according to Government specifications. Makes customers think "Fish" and want "Fish" as soon as they come into your store. Absolutely prevents spoilage. Requires very little ice. One case will hold the

stock of the average size store. Two or more will make a most attractive fish department.

Get after fish sales this summer in a really profitable way. Get an Arctic Fish Case. The cost is trifling. Write at once for catalogue and prices.

JOHN HILLOCK & CO., LIMITED
Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 86 Crescent St., Montreal; Geo. Cameron, Sparter St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.



THE extreme care we exercise in selecting and processing only the very choicest fish has made Brunswick Brand the choice of the most discriminating people.

Look over this list:

- 1/4 Oil Sardines
- 1/4 Mustard Sardines
- Finnan Haddies
- (Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams
- Scallops.

And put in a good window display to-day. You'll like how they sell.

Connors Bros.
Limited
BLACK'S HARBOR, N.B.



Of all the good things which Canada has given to the world, none hold a higher rank for purity and quality, than

Windsor Table Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED

260

COSGRAVE'S
PURE
Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled
Bottles--2 Sizes.

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

If it's CUSTOMERS you want, Sir—

You certainly want H.P. SAUCE to bring them in.

In many ways H.P. is unique, its flavor is unique, its deliciousness is unique, its value is unique—it makes customers—it makes business—it makes profits.

Why Not Sell It?

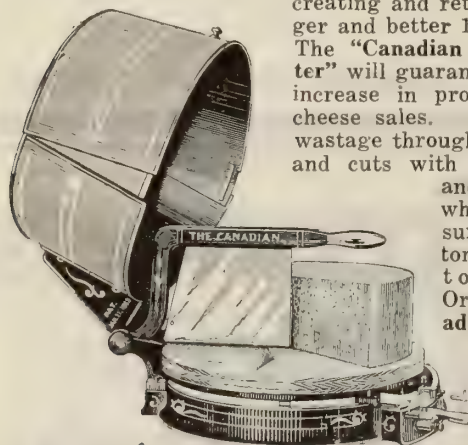
H.P.

SAUCE

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

**Better equipment will
bring you better business in 1919**

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while



The CANADIAN Open

The Computing Cheese Cutter Co.
WINDSOR, ONT.

creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$15.00.

MADE IN CANADA

Taylor & Pringle Co.

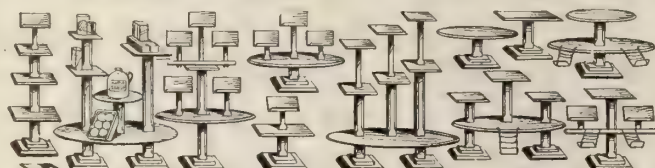
Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

**TAYLOR & PRINGLE'S
PRODUCTS ARE GOOD
PRODUCTS**



Make Your Show Windows Pay Your Rent

Many Sales are made on the Sidewalk

Window Display Fixtures

A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trims.

The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up. Made of Oak, either Golden, Antique or Weathered Finish. Set is put up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, \$38.50
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, \$23.10

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.

Dole Bros. Hops & Malt Co.
BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing ¼, ½ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

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18 TORONTO ST., - TORONTO

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S DOG CAKES

and

PUPPY BISCUITS

Will you cater for
those in your town?

Ask your jobber for them or write for
samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

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24-25 Fenchurch Street, London, England.

Field & Co.

(Fruit Merchants) Ltd.

**40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND**

Cables: "Loudly, London"
Cables (Private): A. B. C. 4th and 5th Editions,
Western Union and Bantleys.

Direct Shippers



Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates



IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

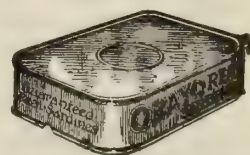


Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. $\frac{1}{4}$ -club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application

KING GEORGE'S NAVY

CHEWING
TOBACCO

Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King
George's Navy, of
course?



Rock City Tobacco Co., Ltd.

The Megantic Broom Mfg., Co., Ltd.

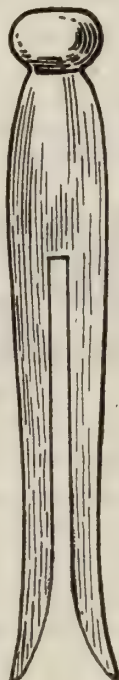
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Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

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The Perfect
Peanut

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

Marsh's Grape Juice

has captured the taste of discriminating people because of its delightful Concord Flavor and real refreshing goodness.

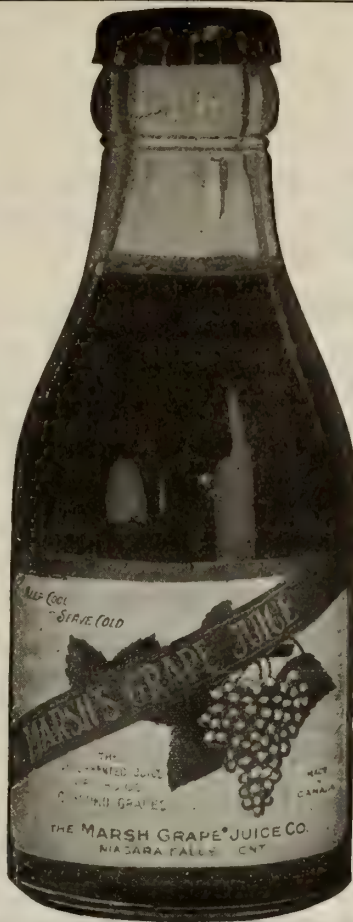
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**The Marsh Grape
Juice Company**

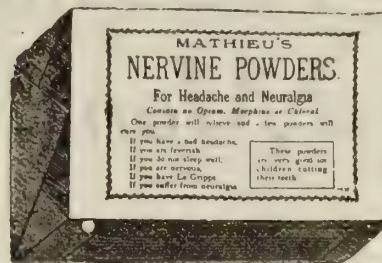
NIAGARA FALLS, ONT.

Ontario Agents:

**The MacLaren Imperial
Cheese Co., Limited**
Toronto, Ont.



ALWAYS SALEABLE Mathieu's Nervine Powders



Cures that sick headache or that bothersome nerve-racking neuralgia. Stock Mathieu's Nervine Powders. They are reliable always and can be recommended with confidence.

A Great Remedy for Neuralgia, Sleeplessness, Sick Headache, La Grippe.

J. L. Mathieu Co.

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Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

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ORDER YOUR STOCK OF

Champagne de Pomme NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.

Order from your
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We want Agents in Every City and Town.

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; and ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,600 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

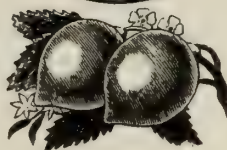
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Make room on
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*The Original and Genuine
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Rose's is a good Lime Juice—none better.

Non-intoxicant, healthful, nourishing, this delicious summer drink will be welcomed in every home in your community.

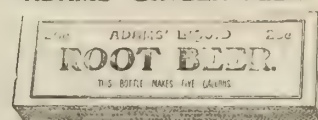
And every bottle you sell will win you a good, big profit. It's easy to sell Rose's. It looks good and it tastes better.

Order your supplies now in good time for the hot weather weeks.

Holbrooks, Ltd.
Toronto and Vancouver

SUMMER DRINKS

Made at home with
ADAMS' ROOT BEER
and
ADAMS' GINGER BEER



EASILY PREPARED AT SMALL COST

25c. bottles make 5 gallons and
15c. bottles make 2 gallons.

25c. sizes \$2.10 per dozen, \$24.00 per gross.
15c. sizes \$1.20 per dozen, \$14.00 per gross.

Manufactured and for sale by

PARKE & PARKE, LTD.
MacNab St. & Market Sq., Hamilton, Ont.

Are You Interested?

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

RATES:

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2c per word, first insertion.

1c per word, subsequent insertions.

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No Other Paper Reaches All These Men.

In Selling a Business?

In Buying a Business?

In Engaging a Clerk?

In Securing a Position?

In Securing a Partner?

In Disposing of Second-hand Fixtures?

Then you should use.

Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

Canadian Grocer

143-153 University Ave., Toronto

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

Is Merchandise Properly *SOLD* To You?

YOU recognize the direct connection between production methods and the cost and quality of the goods; you have a right to know that goods are properly made. Yet the manufacturing, important though it is, is but the first lap on the journey to the consumer. Merchandise must be sold; sales cost is just as legitimate as manufacturing cost, and it has *just as direct a bearing upon the final cost to you*. If needless expense is incurred, it means either higher prices or a decrease in quality or service.

Obviously it will pay you to recognize efficient selling service. With this simple truth clearly in mind, permit us to enunciate an established, proven sales principle—

LIST OF MEMBERS

Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.

Advertising and Selling
American Architect
American Blacksmith
American Exporter
American Funeral Director
American Hatter
American Machinist
American Paint Journal
American Paint and Oil Dealer
American Printer
American School Board Journal
Architectural Record
Automobile Dealer and Repairer
Automotive Industries

Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Bulletin of Pharmacy

CANADIAN GROCER

Canadian Railway and Marine World
Candy and Ice Cream
Chemical & Metallurgical Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton

Daily Iron Trade & Metal Market Report
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter

Electric Railway Journal
Electrical Merchandising
Electrical Record
Electrical Review
Electrical World
Embalmers Monthly
Engineering World
Engineering and Mining Journal
Engineering News-Record

Factory
Farm Machinery—Farm Power
Foundry (The)
Furniture Manufacturer and Artisan
Furniture Merchants' Trade Journal

Gas Age
Gas Record
Grand Rapids Furniture Record

—The seller who advertises in the Business Papers reaching only the class interested in his message, is using the most direct and economical method of helping you maintain an intelligent contact with your sources of supply.

This kind of advertising bears the same relation to the sales department that an improved machine does to the production department. And if the sales methods are wasteless and efficient, you seldom need worry about the goods. Each acts as a support and stimulus for the other.

On the other hand, the practice of buying circulation by the million in the hope of influencing a few thousand possible customers, is open to question. The best machine is a source of waste when improperly used, and this is no reflection on the machine. Concentration beats scatteration, and costs less. The right tool in the right place is a principle of as much importance to selling as to production.

There are many other reasons why discriminating buyers are giving preferred consideration to the concerns which tell them their business story in the buyers' own business paper, *especially* if that paper has subscribed to the high standards of practice of The Associated Business Papers, Inc.

LIST OF MEMBERS (Continued)

Haberdasher
Hardware Age
Heating and Ventilating Magazine
Hide and Leather
Hotel Monthly

Illustrated Milliner
Implement and Tractor Age
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review
Lumber Trade Journal
Lumber World Review

Manufacturers' Record
Manufacturing Jeweler
Marine Engineering
Marine Review
Metal Worker, Plumber and Steam Fitter
Mining and Scientific Press
Modern Hospital
Motor Age
Motorcycle and Bicycle Illustrated
Motor World

National Builder
National Druggist
National Petroleum News
Nautical Gazette
Northwestern Druggist

Power
Power Boating
Power Plant Engineering
Price Current—Grain Reporter

Railway Age
Railway Electrical Engineer
Railway Maintenance Engineer
Railway Mechanical Engineer
Railway Signal Engineer
Retail Lumberman
Rubber Age

Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware and Implement Journal
Sporting Goods Dealer
Starchroom Laundry Journal

Tea and Coffee Trade Journal
Textile World Journal
Timberman
Transfer and Storage

Woodworker

THE ASSOCIATED BUSINESS PAPERS, INC.

JESSE H. NEAL, Executive Secretary

HEADQUARTERS:

220 West 42nd Street

NEW YORK CITY



Superior Table Syrup

CANADA'S BEST

The Syrup with a delicious taste.
It is Superior in every respect as to

PURITY AND QUALITY

BAINES LIMITED - MONTREAL

A. W. BARNUM, Winnipeg and Vancouver

VOL-PEEK

15 Cents

Mends Holes
in Pots and Pans



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Granite ware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, \$2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

Manufacturers

WE WANT AGENCIES FOR

**FOOD
PRODUCTS**

FOR THE PROVINCE OF QUEBEC



18 YEARS EXPERIENCE

Bankers - ROYAL BANK

Write us for information

NAP. MORRISSETTE

18 JACQUES CARTIER SQUARE

MONTREAL

"PRIDE OF CANADA" PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

Are You in Jones' Class or Brown's?

IN a particular Canadian town, there were two general merchants who kept, besides others, a line of men's wear. Both were making about the same turnover, both were prospering. Then, something began to happen; Brown's trade began to fall off; his haberdashery sales became fewer and farther between; on the other hand, Jones' store took on a more prosperous appearance, once a week or so one of his show windows displayed an attractive line of haberdashery, men of the place began to go to Jones to see the latest lines. Why? Because Jones kept in touch with the men's wear trade; he knew where to buy to best advantage; he knew the latest styles and sold them; in fact, he knew that particular part of his business thoroughly. How? By reading a trade paper on men's wear, one which was an authority on the subject. In fact, he read

Men's Wear Review

It gave him—

The latest styles;

The newest novelties;

The markets at home and abroad;

The news of the rest of the trade.

It taught him—

The rudiments of window dressing;

The correct use of show cards, and their writing;

The art of being a salesman;

The science of bookkeeping, and a mint of other things.

It proved worth while for Jones; it can be for you. The subscription price is only two dollars per year. Send it today, with your name and address to

MEN'S WEAR REVIEW

143-153 University Avenue

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Current, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 65
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz. Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62½
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 46

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans.	\$9 25
Reindeer Brand, each 48 cans.	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand; each 48 cans	8 25

Challenge Clover Brand, each 48 cans	7 75
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EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	8 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.	
English Brawn — ½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—½s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$3.10.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

Popularity Means Sales

Women all over the country are finding new and delicious uses for

Shirriffs

(True Seville)
Orange
Marmalade



They are having wonderful success in many delightful dishes that they had never dreamed of attempting before. Besides being a favorite breakfast dish, Marmalade is now used in salads, puddings, etc., and is greatly relished with the afternoon cup of tea. Its uniformity of quality and delicious characteristic flavor have

won a place of supremacy for Shirriff's.

This means business for the dealers. Are you getting your share of it? If not, you are missing real live profits. Put a little effort into the selling of Shirriff's and results will be worth while. Order a case to-day.

Imperial Extract Company
TORONTO

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.

Codes: A.B.C. 4th and 5th Editions.

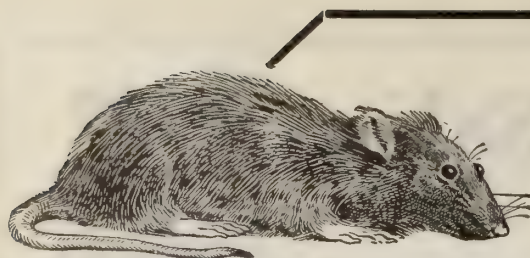
CONFECTIONERY MARZIPAN CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

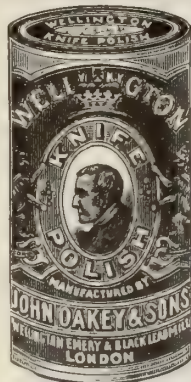
BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth, Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street North, Hamilton, Ontario.

Standard Labels

are labels attractively designed and lithographed to compel the attention of the Buyer. Now is the time to bring the appearance of your package up-to-date. We can show you how.

The Standard Lithographic Company of Canada, Limited

Office and Works:
28 Temperance Street, Toronto

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—½s, \$2.30.
Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—¼s, 75c; ½s, \$1.40.
Plum Pudding—½s, \$1.90; 1s, \$3.85.
Potted Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.00.
Potted Tongue—¼s, 75c; ½s, \$1.40.
Potted Game (Venison)—¼s, 75c; ½s, \$1.40.
Potted Veal—¼s, 75c; ½s, \$1.40.
Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.
Devilled Beef Ham—¼s, 75c; ½s, \$1.40.
Beef—¼s, 75c; ½s, \$1.40.
Devilled Tongue—¼s, 75c; ½s, \$1.40.
Veal—¼s, 75c; ½s, \$1.40.
Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles \$10; 10 oz., \$5.
Ox Tongue—1½s, \$14.50; 2s, \$19.70.
Lunch Tongue (in glass)—1s, \$9.90.
Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.
Minced meat (in glass)—1s, \$3.25.
Potted Chicken (in glass)—¼s, \$2.40.
Ham (in glass)—¼s, \$2.40.
Tongue (in glass)—¼s, \$2.40; ½s, \$2.40.
Venison (in glass)—¼s, \$2.40.
Meats, Assorted (in glass)—\$2.45.
Chicken Breast (in glass)—¼s, \$8.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S MUSTARD

Per doz. tins
D.S.F., ¼-lb. \$2 80
D.S.F., ½-lb. 5 30
D.S.F., 1-lb. 10 40
F.D., ¼-lb.

Per jar
Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal
KLIM

Hotel \$18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east of and including Fort William.
Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—
Boxes
40 lbs., Canada Laundry ... Cents .09½
40 lbs., 1-lb. pkg., Canada White or Acme Gloss10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10½
100-lb. kegs, No. 1 white10
200-lb. bbls., No. 1 white10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.11½
48 lbs., Silver Gloss, in 6-lb. tin canisters13
36 lbs., Silver Gloss, in 6-lb. draw lid boxes13
100 lbs., kegs, Silver Gloss, large crystals11
40 lbs., Benson's Enamel, (cold water), per case ... 3.25
Celluloid, 45 cartons, case ... 4.50

Culinary Starch
40 lbs., W. T. Benson & Co.'s Celebrated Prepared ... 11½
40 lbs., Canada Pure or Challenge Corn09¾
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.16
(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1 doz. in case \$4.00
2-lb. tins, 2 doz. in case ... 5.15
5-lb. tins, 1 doz. in case ... 5.75
10-lb. tins, 1 doz. in case ... 5.45
20-lb. tins, ¼ doz. in case ... 5.40
(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. \$0 07¾
Half bbls., about 350 lbs. ... 0.08
¼ bbls., about 175 lbs. 0 08¾
2-gal. wooden pails, 25 lbs. ... 2.45
3-gal. wooden pails, 38½ lbs. ... 3.65
5-gal. wooden pails, 65 lbs. ... 5.90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... \$5 65
5-lb. tins, 1 doz. in case ... 6 25
10-lb. tins, ½ doz. in case ... 5 95
20-lb. tins, ¼ doz. in case ... 5.90
(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

Toronto Prices
Pints, 2 doz., case 8 80
Quarts, 1 doz., case 8 00
Gallons, ½ doz., case 15 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.
Robinson's Patent Barley—Doz. 1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—1 lb. 4 00
½ lb. 2 00


NUGGET POLISHES

Doz.
Polish, Black, Tan, Toney Red and Dark Brown \$1 15
Card Outfits, Black and Tan ... 4 15
Metal Outfits, Black and Tan ... 4 85
Creams, Black and Tan 1 25
White Cleaner 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED EMPIRE BRANCH

Black Watch, 10s, lb. \$1 29
Bobs, 12s 1 00
Currency, 12s 1 00
Stag Bar, 9s, boxes, 6 lbs. ... 1 08
Pay Roll, thick bars 1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies 1 25
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1 08
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes 1 12
Forest and Stream, tins, 9s, 2-lb. cartons 1 44

There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.



THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINs do your work



**Better
Brushes**



**Greater
Sales**

Your Customers Come Back For More

Once your customers use **Simms' Brushes and Brooms** they readily see how much better they are in every way. From the cheapest household brush to the best broom they find Simms' Brushes and Brooms give more satisfactory service in every way—they wear longer, stand up longer, and the stock is in to **stay**.

Simms' Brushes bring people back. A display of Simms' Brushes and Brooms during Spring Housecleaning time will mean sales in other housecleaning lines.

Make sure you have a good stock on hand, and don't disappoint your customers when they ask for **Simms'**. Get price-list from us at once.

T. S. Simms & Co., Limited

ST. JOHN, N.B.

Branches: Montreal

Toronto

London



CUBAN PINES

COMING MORE FREELY

Fancy California Valencias

Finest California Grapefruit and Lemons

STRAWBERRIES

Fresh car lots from the South daily

New Cabbage and Cukes

New Carrots and Beets

Headquarters for all fresh Southern Vegetables and Fruit

TRY US WHEN YOU WANT THE BEST

PETERS, DUNCAN, LIMITED

88 FRONT ST. EAST

TORONTO, ONT.

Branches: North Bay, Sudbury, Cobalt and Timmins



Every Grocer should have

Scotch Snack in Stock

Many of your customers will be taking a holiday on May 24th. Be sure they have a jar of Scotch Snack in their basket. It's delicious for sandwiches.

Write for a trial stock and display hangers

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

Ontario Agents Walter G. Bayley, 20 Front St. E., Toronto. Phone Main 2226
Western Agents—Watson & Truesdale, Winnipeg

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

CANADIAN GROCER

ADDRESS

143-153 UNIVERSITY AVE., TORONTO

Ludella

Notwithstanding the extreme scarcity of high grade Teas and consequent advanced prices for these qualities, we are still putting out our Ludella Tea of the same high standard, which it has always been.

Our prices on this Tea, quality for quality, are very much lower than other of the known brands.

Dealers who are handling Ludella are reaping a good business and you can do the same by placing it before your customers.

Blue Label	1 ^s and 1/2 ^s	costs 48c.	retails 60c.
Brown Label	1 ^s and 1/2 ^s	" 55c.	" 70c.
Green Label	1 ^s and 1/2 ^s	" 63c.	" 80c.
Red Label	- 1/2 ^s	" 70c.	" 90c.

SEND US A TRIAL ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

Order from your Jobber

"STAR" BRAND

COTTON
CLOTHES LINES,
ROPE AND
WRAPPING TWINES

Manufactured in Canada

We Know How to Blend Bulk Teas of Quality

We have been forty-six years in the tea business and our experience is your guarantee that Minto Bros.' Bulk Teas are all you would wish to offer your trade. And the profits are good.

Get a trial supply.

Minto Bros., Toronto

Originally Established 1873

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal BABBITS

Soap Powder, case 100 pkgs..	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.....	5 35

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.....	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	\$4 60
Perfection, ½-lb. tins, doz...	2 45
Perfection, ¼-lb. tins, doz...	1 35
Perfection, 10c size, doz....	0 95
Perfection, 5-lb. tins, per lb..	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box ...	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

5c LINES

Toronto Prices

Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz...	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95

A Request to Our Readers

You have often thought that some friend or acquaintance would be interested in articles which you have read in CANADIAN GROCER. Obey the impulse to pass a good thing along.

It will be a pleasure to send sample copies to your friends if you will send us their names and addresses.

PINEAPPLES

The season is now on. We have fresh arrivals each day. Let us supply you. Finest Quality Fruit—Right Prices.

STRAWBERRIES

now coming from points nearer home and are arriving in better shape. We will not ship unless quality is right. Send along your orders.

The House of Quality

HUGH WALKER & SON

GULPH, ONTARIO

Established 1861

Daily Arrivals

Strawberries
Asparagus
Pineapples
Cucumbers
Lettuce

Send in your order.

WHITE & CO., LIMITED

Fancy Fruits and Vegetables

TORONTO

Canada Food Board License No. 277



Give
Little Miss
a Welcome.

Little Miss Vi has come to Canada as the representative of Vi-Cocoa. She is known in millions of homes in the British Isles, and a great desire for her beneficial

beverage is springing up all over the Dominion.

Give her a prominent place on your counter; she will attract many customers to your Store and take a prominent place on the credit side of your balance sheet. Vi-Cocoa is a ready seller showing substantial margin for the retailers.

Vi-Cocoa

has been known for years as the food beverage of the people—it is the super-cocoa, far more nourishing and palatable than ordinary cocoa, and is made under ideal hygienic conditions in the sweetest and cleanest factory in the world.

*Write for trade terms and particulars to the
Watford Mfg. Co., Ltd., Delectaland, Watford, England.*

Ask us for

Egg Carriers

and

Butter Tubs

Walter Woods & Co.

Hamilton and Winnipeg

Short of Help? Too Bad!

Yet the man you need is somewhere—probably behind a counter or desk, and in the grocery business, wholesale or retail. He'll go to you if the call is loud enough.

Perhaps you can get him with a whisper. Never can tell what makes some men restless.

It's clearly up to you to use a dollar or two to advertise. Use CANADIAN GROCER—2 cents a word. If you know any better paper, use it.

All we know is that CANADIAN GROCER gets into 5,600 grocery stores and establishments all over Canada. No one daily newspaper—no other publication—can make, truly, the same statement.

The chances are that you'll find the man you want in a grocery store or office. If he's there now, and you get him, he'll probably be a trained man, and you'll get value out of him from the start.

Don't rest on one insertion. It isn't experience to get what you're after the first crack out of the box. The best men are hardest to budge.

Make your advertisement explicit. Make it brief. Use a box number if you like. The big thing is to try, and try and try.

Our business is to carry your advertisement to likely men. It isn't our business to get replies for you. Yet the chances are that you'll get replies—first week of trying.

Rates—2c per word first insertion, and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent in our care to a Box Number. Invariably in advance.

CANADIAN GROCER

143-153 University Avenue
TORONTO

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BUYERS' MARKET GUIDE

Latest Editorial Market News



Vogan's

Overseas
CAKE

Put up in one pound packages.

Order from your jobber to-day.

VOGANS, LIMITED TORONTO



STONEWARE

Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co.
Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agent:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto
Beach 270

J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

EDMONDSON & PETCH

Manufacturers of

E. & P. Awnings and Tents

THE BEST IN THE LAND

Write for Price Lists and Measurement
Charts. Address

OTTAWA, CANADA

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.
Manufacturers and Shippers

SARNIA : : : : : ONTARIO

COLOMBIA'S COFFEE HARVEST

The Colombian coffee harvest is the heaviest in the history of the country, being estimated at 1,250,000 sacks, reports U. S. Trade Commissioner P. D. Bell. With prices 22 to 25 cents a pound, if the bulk of this crop is taken by the United States as heretofore, it will mean an increase in the present unfavorable balance of trade from \$25,000,000 to \$30,000,000.

A LONG TIME EN ROUTE

An interesting letter was received this week by C. L. Marshall & Co., Toronto, from a Grecian firm, dealing in dried fruits, in Patras, Greece. The letter was written in October, 1916, but only this week reached its destination, more than two years and a half from the date of mailing. The letter was marked, "Captured by the Germans in Greece." Apparently it has only recently been released for delivery.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.

TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

RAMMANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
RAMMANTLES
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R-M-Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

Ship us your

BUTTER, EGGS, POULTRY
Etc.

We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal

Phones :

ptown 4620, Uptown 4621, After 7 p.m. Upton 198

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

CREAMERY BUTTER

We solicit a trial order so we may convince you that our freshly churned creamery butter is choice. Packed in 50 lb. Print Boxes or Solids. Quality guaranteed. Market prices. Prompt shipments made.

LAMBTON CREAMERY CO., Ltd.

PETROLIA - - - ONTARIO

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE

FOR SALE OR PARTNER—MORE CAPITAL needed. For particulars write H. Tomkinson, Grindrod, B.C.

FOR SALE—NO. 1 CHOICE YELLOW DUTCH Sets at 7 cents per lb. f.o.b. Hensall Station. Ton lots or over 6½ cents. Sacks at 10 cents each. Sample on request. J. Gascho & Son, general merchants, Zurich, Ont.

BRICK STORE FOR SALE—25' x 60', TWO storeys. Doing business for thirty years. Stock sold and moved away. Ideal location for general business, including hardware, flour and feed. Proprietor has retired. Apply E. Richards, Melbourne, Ont.

FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 5,000 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WHITE COTTON
SUGAR LINERS
E. PULLAN
TORONTO

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FOR SALE — A GOOD SECTION IN SASKatchewan, unbroken, between Yago and Wilkie, located for a homestead; mixed farming especially; phone, school and close to station, good value at 30 dollars, especially if it is what you want. Also 240 acres unbroken near Westbourne, Man. Good value at 25 dollars. Chantler Bros., Stroud, Ont.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED—A CAPABLE YOUNG MAN TO take charge of grocery department. Must have good experience, be clean cut, progressive and keen for business. Enclose copy of reference, state salary and when could come if accepted. Smith & Chapple, Limited, Chapleau, Ont.

WANTED — MAN THOROUGHLY EXPERIENCED in the manufacture of chewing gum. Apply stating fully experience and salary desired to Box No. 2225, Post Office, St. James St., Montreal.

SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

WANTED—YOUNG MAN, ENGLISH, MUST know some French, have some capital, knowledge and experience in modern (general) retailing and advertising to join limited company, small growing city, Province of Quebec; senior member retiring; excellent opportunity. Splendid future for right man. Reply Box 626, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED AT ONCE, MAN CLERK FOR general store, not less than two years' experience. State salary expected. Apply to A. M. McCormick & Son, Pelee Island.

WANTED — GENERAL STORE IN GOOD country town within fifty miles of Toronto. State terms. Box 624, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED—A MANAGER FOR A GOOD GENERAL merchandise business. One with dry goods experience preferred, but a real opportunity for any good business head. State experience, age, salary expected, references, etc. Box 628, Canadian Grocer, 143-153 University Avenue, Toronto, Ont.

WANTED—SECOND HAND CHEESE CUTTER. State condition and prices. C. C. Thompson, Northbrook, Ont.

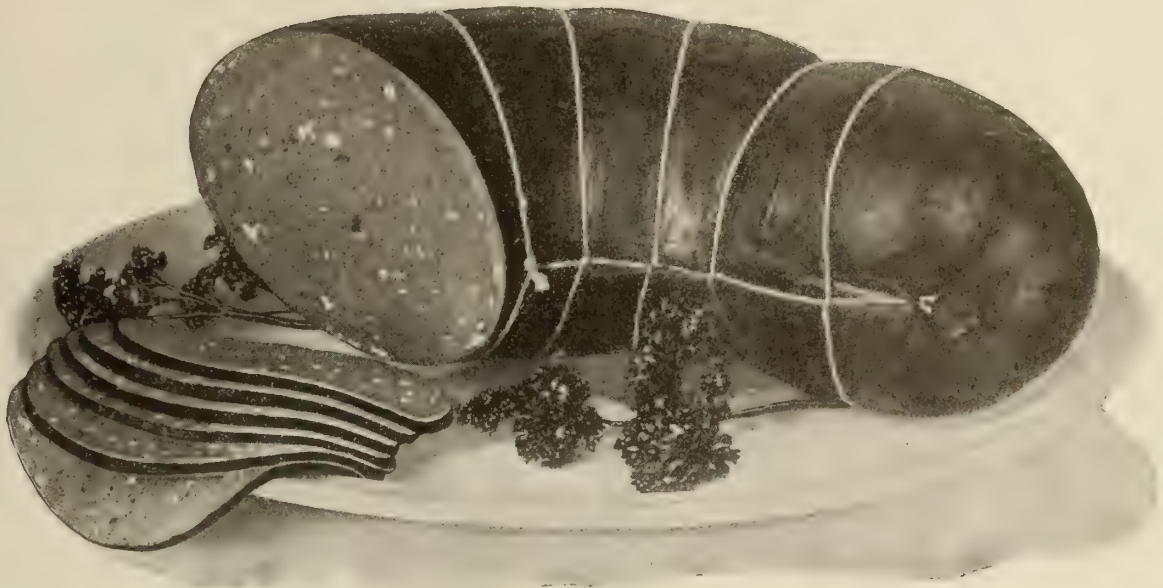
COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

Tasty Treats

that tempt your

Trade!



DAVIES QUALITY THICK BOLOGNA

A NICE assortment of Davies Quality Thick Bologna—Davies Quality Ham Bologna—Davies Quality “Lake-side” Bologna—and similar lines, displayed on the counter will attract many a customer. A word from you calling attention to these products and suggesting their seasonableness will lead to good business and keep your provision department busy these warmer days. Let us send you a trial assortment.

Order
Today

THE
WILLIAM **DAVIES** COMPANY
LIMITED
TORONTO

Order
Today

Montreal

Canada Food Board Packers' License No. 13-50

Hamilton

Lantic Icing Sugar

In Packages—Now Available

Prior to the signing of the Armistice, the Canada Food Board issued a ruling prohibiting Refiners from making Icing Sugar. In accordance with these instructions we were unable to make deliveries, in fact, we dismantled our Icing plant. Our equipment, however, has since been renewed and you can now get as much as you want of LANTIC ICING SUGAR in one pound net weight Cartons packed 20 and 50 Cartons to the Case.

Every dealer knows that this sugar when sold in bulk, is usually asked for in very small quantities. It is also more or less of a nuisance to handle. By selling it in the Lantic Carton, you increase your unit of sale and avoid unnecessary bother for the profit involved.

Your wholesaler now has Lantic Icing Sugar in stock and will be glad to supply your wants.



ATLANTIC SUGAR REFINERIES
LIMITED
MONTREAL



FEATURING SASKATCHEWAN R. M. A. CONVENTION AND SUMMER BEVERAGES

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, MAY 23, 1919

No. 21



A Summer Seller



**Pure Gold Extracts are always
in good demand in Summer time**

Pure Gold Extracts are well and favorably known. There never yet was a "kick" about Pure Gold quality and the reason is that

"Pure Gold Products are made up to a Standard—not down to a price."

Get a bigger Summer turnover by regularly featuring Pure Gold Extracts.

Pure Gold Mfg. Co., Limited

TORONTO and WINNIPEG



Customers' Satisfaction— Dealers' Profit

D ID you ever get down on your hands and knees to clean floors? Any one who has had that experience can realize the joy of a housewife when she finds that, with the use of an O-Cedar Polish Mop she does not need to get down on her hands and knees; bend or reach, crawl under beds, move heavy furniture or use the step ladder. Imagine her delight when she realizes that she can actually do her work better, quicker and more easily than she ever could before.

O-Cedar Mop

Polish

has many distinct advantages.

Foremost is the fact that it is treated with O-Cedar Polish—the Polish which contains no injurious substances and is used on the finest furniture and automobiles.

The best of materials and workmanship are used in the manufacture of the O-Cedar Polish Mop. The steel centre and fasteners make the Mop practically indestructible.

The position of the socket of handle gives the mop centre pressure and enables it to reach under very low places.

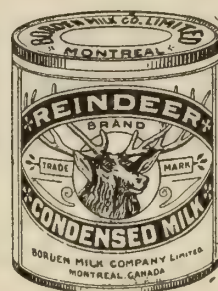
Every Polish Mop is placed in an attractive lithographed can which can be used when Mop is not in use.

Every O-Cedar Polish Mop is fully guaranteed which means if, through fault of materials, the mop should become broken, we will repair free of charge if the damaged Mop is sent direct to the factory by parcel post.

O-Cedar Products are good for you to sell and good for your customers to buy. Bring O-Cedar Products to your customers' attention and you will sell them in such quantities as to make the O-Cedar trademark an important feature of yours in the building of your business.

CHANNELL CHEMICAL CO.
TORONTO
LIMITED

Summer Profits That You Should Share In



GROCERS everywhere can increase their revenues this summer by stocking the widely known and well liked Borden Milk Products.

But apart altogether from this unusual opportunity to increase your summer profits selling Borden's now will lay a firm foundation of year-round sales of these satisfaction-giving lines. For Borden's have all the qualities that make repeat sales, and their many advantages popularize them throughout the entire year.

Your wholesaler will supply you.

Borden Milk Company, Limited

Leaders of Quality

MONTREAL and VANCOUVER

The Big Stores

have to handle things that sell quickly; that do not need recommendations on the part of their staff. They haven't time for that sort of thing; they are much too busy. And so it is that these busy stores of the country, handling flour, have found that

PURITY FLOUR

(Government Standard)

is a good one to use as a leader. They have proved by test that PURITY is the flour that customers will take and ask no questions.

Western Canada Flour Mills Co., Limited

Toronto, Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal, and St. John, N.B.

Tomato Soup

Its Delicious Flavor of
Red Ripe Tomatoes
Appeals to Every
Taste—



THE GOODNESS
GOES IN
BEFORE
THE LABEL
GOES ON

It Pays to Carry
A Good Stock of
This Popular Line.

Ask Your Jobber or Wire Direct



DOMINION CANNERS, LIMITED

Hamilton, Canada

CLARK'S PREPARED FOODS



Corned Beef

Roast Beef

English Brawn

Boneless Pigs Feet

Stewed Ox Tail

Stewed Kidneys

Cambridge Sausage

Geneva Sausage

Corned Beef Hash

Irish Stew

Lunch Tongue

Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans

Clark's Concentrated Soups

Clark's Peanut Butter

Clark's Potted Meats

Clark's Canadian Boiled Dinner

Etc., Etc.



SELLERS ALL

BUY NOW

W. Clark, Limited

Clark's

Montreal

The Moment of Opportunity for Retail Merchants

THE next few years will mark a tremendous change in the business of retailing.

Here and there out of the mass of small businesses, big retail establishments will spring up.

Every community will see some few stores rise rapidly above Ordinary Success to Big Success.

Opportunity is knocking now at every merchant's door.

For, to-day the handicap that once set a limit to a store's expansion no longer exists. The trading area, which is the area to which goods may be delivered profitably, has been greatly extended.

The store in the centre of the town can serve customers on the outskirts. The east-end store can deliver goods in the west end.

The whole community is laid open to competition. And in this fair field the live merchant must win.

Railway Transportation revolutionized trade. It made Big Business possible. By opening up distant markets, by moving goods rapidly at comparatively low cost, Railway Transportation built up big central successes.

Motor Transportation, now reduced to a low-cost basis, will produce, in local trading, results similar to those effected in national markets by Railroad Transportation.

As men everywhere grasp this idea, as they seize the opportunity for business growth that now presents itself, the retail business will be operated on a higher, more efficient plane. The public will be better served. Larger and more varied stocks will be offered for sale. Better and bigger stores will appear.

Ford One-Ton Truck (Chassis Only) \$750.00 f. o. b. Ford, Ont.

Freight charge to London, \$15.00; Toronto, \$17.00; Montreal, \$22.00; St. John, \$31.00; Winnipeg, \$47.00; Regina, \$63.00; Saskatoon, \$66.00; Calgary, \$77.00; Vancouver, \$93.00.

**For either Stake or Express
Body, in lead coat with cab
but without doors**

\$128.50	F.O.B. Ford
\$133.00	F.O.B. London
\$134.00	F.O.B. Toronto
\$135.00	F.O.B. Montreal
\$137.00	F.O.B. St. John

If painted job desired, add \$4.00 to above prices. If door desired on cab, add \$6.00 to above prices.

Ford

**For either Stake or Express
Body, in lead coat with cab
but without doors**

\$140.00	F.O.B. Winnipeg
\$143.00	F.O.B. Regina
\$143.00	F.O.B. Saskatoon
\$147.00	F.O.B. Calgary
\$151.00	F.O.B. Vancouver

The Ford One-Ton Truck makes available this opportunity. It is motor transportation at low cost—low first cost, low maintenance cost, low operating cost.

A large investment in equipment is not needed. Every business that is paying cartage bills or maintaining a delivery system can employ Ford Trucks economically.

A small outlay will motorize your deliveries and open to you the opportunity for business expansion.

Complete Ford Trucks in Two Standard Body Types Now Ready for Immediate Delivery

The Ford Truck Chassis is being used with hundreds of special body types in every line of business. But, ordinary hauling and delivery work can be best adapted to two standard types—the Stake Body and the Express Body.

These two body types are kept in stock by Ford Dealers and Ford Branches, ready for immediate delivery. They insure the maximum efficiency from the Ford Truck. They give the buyer of a Ford Truck the recognized benefits of Ford production.

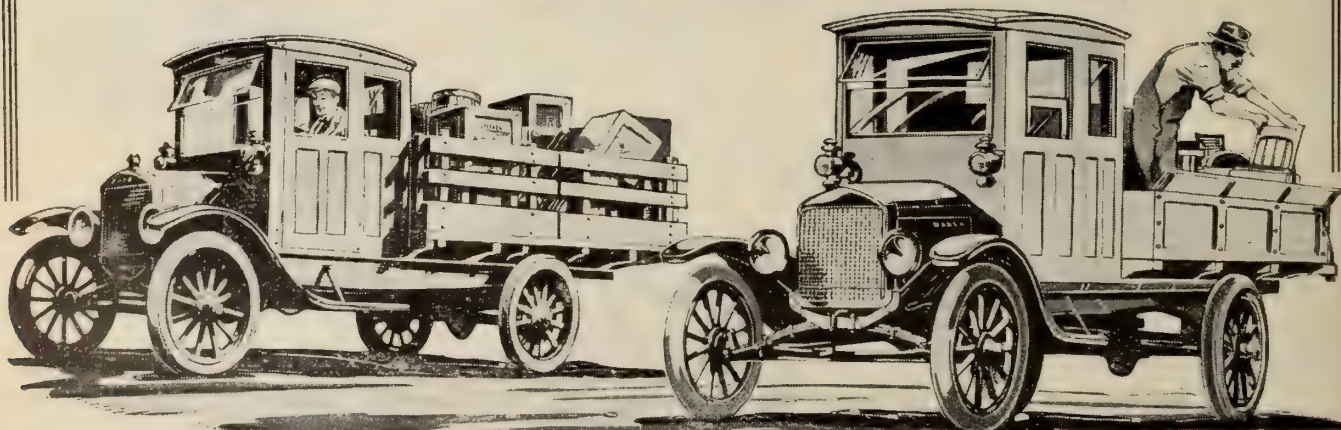
Both types have the Enclosed Cab with the two-way windshield which gives the driver proper protection from the weather. This Cab—a Ford feature—is warm in winter and cool in summer. It may be ordered with or without doors as desired.

See These Complete Trucks

No question affecting the future of your business is quite as important as this question of motor deliveries. Can you afford to evade it? Will you wait until your competitors force it on you as a defensive measure?

Seize the opportunity to enlarge your field of business. Consult the Ford dealer. Let him solve your delivery problem. Act. To-day.

Ford Motor Company of Canada, Limited, Ford, Ontario



"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated May 23, 1919

Being No. 35 in the Series

THE E. B. EDDY CO. MANUFACTURE PAPER BAGS FOR ALL PURPOSES

IN your busy life as a retailer did you ever have a minute to think of the many interesting points there are about the paper bags you use in such quantities every day?

In the course of a visit to the E. B. Eddy Company's Paper Bag making factory so many remarkable facts crop up about the paper bags they make there by the million, that from that time forward every paper bag you see assumes a new and great importance.

Merely to mention the many varieties of paper bags manufactured by the E. B. Eddy Company is a revelation in itself.

Here are some of them:—

Eddy Company grocery bags; Eddy Company hat and millinery bags; Eddy Company flour sacks; Eddy Company bags for banana bunches; Eddy Company chocolate bags; Eddy Company glove bags; Eddy Company notion bags; Eddy Company cigar bags; Eddy Company broom bags, and also broom bands; Eddy Company starch bags (to fit the barrels); Eddy Company paper bags to hold pianos; Eddy Company paper bags to hold automobiles; Eddy Company gasket covers (a strange shaped paper bag with a mission of grief), and during the munitions business activity Eddy Company bags for explosives were more than ever in demand.

Twenty-three marvellously speedy machines in the paper bag factory turn out for the E.B. Eddy Company's business no fewer than a million bags every day. Pick up and examine any of the E. B. Company paper bags you are using in your own store. You will find it a good serviceable bag. Its cleanliness and purity are assured as you know from what you have read of the pulp and paper making processes.

A million paper bags a day, and a story in every one of them as you will read in next week's article on this page.

EDDY'S



SELF-OPENING, BOX-SHAPED

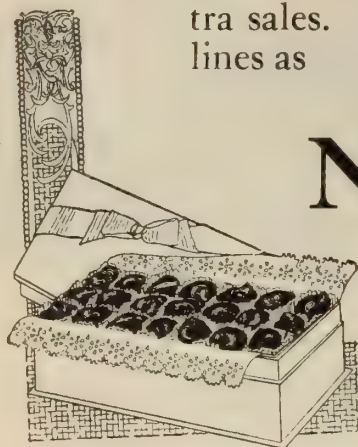
GROCERY BAG

Watch for articles in this series describing the making of Eddy paper bags



Get a Share of the Candy Demand

Selling Candy is good business. Nearly everybody likes good candy. And a display in your show case will win you many extra sales. Particularly if you show such well flavored, wholesome lines as



Nobility Chocolates

We supply a splendid line of bulk candy also. Nobility Chocolates are sure to please.

Nobility Chocolates, Limited, St. Thomas, Ont.

DISTRIBUTORS :

Maclure and Langley, Limited

MONTREAL

TORONTO

WINNIPEG

BEAVER BRAND CANNED CHICKEN

BUY NOW. The Spring and Summer
is the time for big sales in this line

We have limited quantity in tall tins, 4 dozen to case,
and boneless in half lb. flat tins, 8 dozen to case

Absolutely First Class Quality --- Packed from Select Stock

Put in your supply now. Prices and samples on application.

J. W. WINDSOR LIMITED
MONTREAL



EUREKA REFRIGERATORS

are
Made in Canada
by
Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable
Built to last a Lifetime
Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Hamilton, Montreal

Pineapple Season

Best Preserving Week

(One of our Specialties)

**Aroma Strawberries
Florida Celery
Florida Tomatoes
Texas Bermuda Onions
Fresh Car of
Winesaps
last of season**

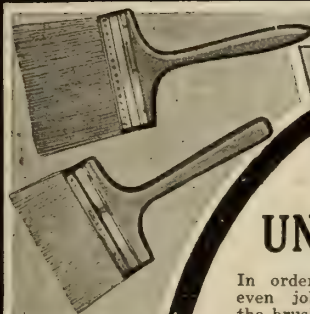
Limited Quantity. Order Early.

Oranges, etc.

McBRIDE BROS.

House of Quality

35 Church St., Toronto



UNIFORMITY

In order to turn out a good, even job, uniform bristles in the brush you use are necessary. In the manufacture of

"Keystone" Kalsomine and Whitewash Brushes

the bristles are not assembled by guesswork. The quantity of bristles used in each brush is carefully weighed out, thus assuring absolute uniformity. Your customers will appreciate this feature in Keystone brushes. Tell them about it.

For prices, etc., write

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brushes and Brushes.

STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -



The Soap For All-Round Service

Get your customers once thoroughly acquainted with the sterling merits of WONDERFUL SOAP and the repeat sales are assured. For Wonderful Soap gives a service, an all-round satisfaction - giving service, that is positively unexcelled by any other.

GUELPH SOAP CO.

GUELPH ONTARIO

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

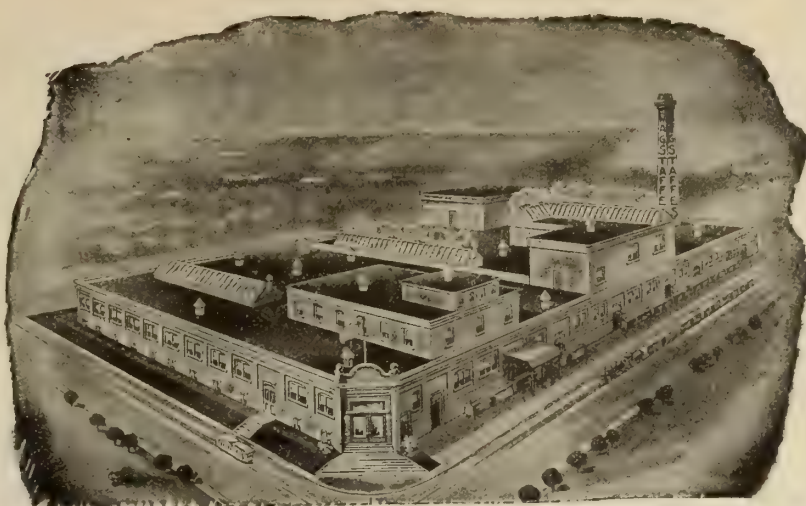
Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

Do They Know?

It may be you want to rent that store; have a business for sale; seek a partner; or perhaps wish to purchase stock in a progressive grocery business. Then again it is likely to be some fixture you want taken off your hands owing to recent improvements.

Do the grocers in all parts of Canada know what you have to offer? They don't?

Then a "*Want Ad*" in *Canadian Grocer* will tell nearly all the progressive business men, together with their staffs, just what an opportunity you have, and in the way that you want them to know.

And the cost is so reasonable, too—2 cents a word for the first insertion, and 1 cent a word for each subsequent issue. 5 cents additional per insertion if answers are to be sent in care of a box number.

Is not that a good service at a low cost? It has accounted for many rapid turn-overs.

Send in yours to-day.

Canadian Grocer
143-153 University Avenue
Toronto

“-and send a jar
of good marmalade,
please”



When your customer asks
you for good marmalade
over the 'phone or across
the counter fill the order
with

CURLING BRAND ORANGE MARMALADE

Then you know you are giving her the
very best there is—a marmalade with a
delicious full flavored goodness that
will please every member of the
family.

Only sound Seville Oranges and pure
Cane Sugar are used in the making
of Curling Brand Marmalade.

St. Williams Fruit Preservers, Limited

SIMCOE AND ST. WILLIAMS, ONT.

REPRESENTATIVES :

Maclure & Langley, Limited

Montreal

TORONTO

Winnipeg



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents

Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Con-
fectionery Specialties

Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto



Furnivall's JAMS

Quality and wholesomeness are two big features about the Furnivall lines that win the confidence and appreciation of every woman.

If you are not already selling Furnivall's, begin today and you'll increase your jam profits.

FURNIVALL-NEW,
Limited

Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto. Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Looking Ahead!

WHEN planning for increased trade in the future, don't forget the little things that count.

Often enough it's the **QUALITY** in a 5 cent purchase that leads to a 5 dollar sale.

You may be sure that's one reason why the *growing* Grocery Stores sell

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26, Wellington Street, W., Toronto.

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B. C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

MARITIME PROVINCES

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

ATLANTIC MILLING CO., Limited P.C.TOU, N.S.

Wholesale Grocers, Millers Agents

Manufacturers Flour, Cornmeal and Feeds.
Splendid connections with Western Elevators and P.E.I. Produce Dealers.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

WE WANT AGENCIES

For
Confectionery, Chocolates, Etc.

Best References

J. C. THOMPSON & CO.
GROCERY BROKERS MONTREAL

Mention This Paper When Writing
Advertisers.

MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

Genest, Genest, Limited,

Board of Trade
Building

Montreal

DO YOU NEED ANYTHING ?

If so, turn to page 98 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.

THE HOUSEWIFE KNOWS AND
HAS CONFIDENCE IN

Cow Brand Baking Soda

The good results
it always gives
—the record of
satisfaction
back of it con-
vinces her that
Cow Brand
Baking Soda of-
fers her super-
ior value.



Church & Dwight
Limited
MONTREAL

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell
branded, guaranteed
goods. That's why
you ought to sell
COSGRAVE'S
PURE MALT VIN-
EGAR.

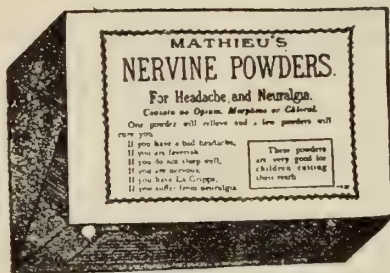
*Attractively Labeled
Bottles--2 Sizes.*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT



Mathieu's Nervine Powders

—not a cure-all, but a reliable
little remedy for Headache,
Neuralgia and kindred com-
plaints.

Spring and Summer offers an
opportunity to sell Mathieu's
Nervine Powders to advantage.

J. L. Mathieu Co.
PROPRIETORS
SHERBROOKE, QUE.

Manufacturers

WE WANT AGENCIES FOR
**FOOD
PRODUCTS**

FOR THE PROVINCE OF QUEBEC



18 YEARS EXPERIENCE

Bankers - ROYAL BANK

Write us for information

NAP. MORRISSETTE

18 JACQUES CARTIER SQUARE
MONTREAL

Sell It
for



Picnics,
Parties, etc.

SCOTCH SNACK

Packed carefully in glass jars. Attractively labeled to make nice displays.

SCOTCH SNACK

A delicious fish food. Fine for salads, sandwiches and croquettes. Keeps a long time. No waste whatever.

Packed 1 dozen to the box.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

Ontario Agents—Walter G. Bayley, 20 Front St. E., Toronto. Phone Main 2226
Western Agents—Watson & Truesdale, Winnipeg

SUMORE

The Perfect
Peanut

ASK YOUR JOBBER

OR

**Montreal Nut and
Brokerage Co.**

30 and 32 Jurors Street, Montreal, P.Q.

VOL-PEEK 15¢



Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, \$2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operati

"PRIDE OF CANADA" PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada

Popular Brands

Canada's foremost selling tobaccos have borne the "heart-shaped" trade-mark since 1858. It's the Macdonald guarantee of quality.

Plug Smoking

"British Consols"
"Brier"
"Index"



Trade Mark
Registered



Every package we ship carries the above trade-mark.

Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

MONTREAL, P. Q.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

CROWN



Screw Top

Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

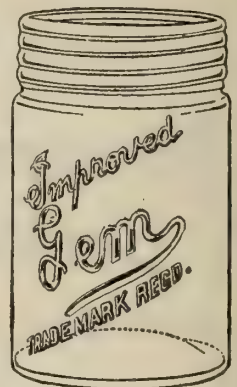
Extra Quality Rubber Ring in Each

PERFECT SEAL



Lightning Fastener

GEM



Screw Top

The Names Are
Household Words
The Jars Household
Necessities

Secure Styles That
Reduce
Both Labour And
Cost

Dominion Glass Company, Limited



Krackley Nut Time Is All The Time

and the summer season especially brings heavy demands on the dealer's stock. Picnics from now on will be the order of the day. This big air-tight package of delicious popcorn confection in the familiar red and green package is a great favorite with young and old.

And for very good reasons—the generous size of the package—the quality of the contents—and the smallness of the price.

Krackley-Nut will always open up fresh and crisp. It is sealed with heavy wax paper in absolutely air-tight packages—three coverings.

Order your supply from your jobber to-day. Have it handy on your counter and suggest it to the youngsters and their mothers.

Packed in 24's, 50's, 100's and gross cases. Attractive cut-outs for window display in the larger boxes.

O-Pee-Chee Gum Co.
Limited
LONDON CANADA

You Can Have Brighter, Cleaner Stocks

RID your store of dust—customers both men and women dislike dusty goods. Bright, clean merchandise creates a desire to purchase. Banish dust from your store and maintain your reputation for clean merchandise.

Dust cannot rise if your floors and shelving are treated with Imperial Standard Floor Dressing—the modern dust preventer.

STANDARD Floor Dressing

prevents dust by its action. Floors treated with it retain their first clean smoothness. To keep the floor clean, sweep regularly with a stiff broom.

Imperial Standard Floor Dressing is a high quality non-evaporating *preservative* for the surface of wood, linoleum and oil cloth. One application every three or four months will keep dust off your merchandise and your floors bright and clean.

A gallon is sufficient to treat 500 to 700 square feet of floor surface.

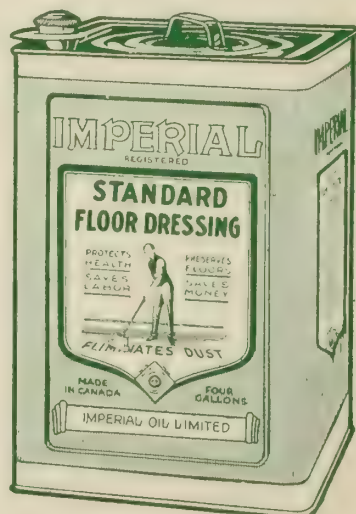
Apply with the Imperial Floor Oiler or an ordinary sprayer.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil man.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES



When Tempted

to try your luck with bulk teas or ordinary packet teas think again of this guarantee we have so often repeated—

GUARANTEE

"We will, at any time, take back any SALADA bought from us and refund you the purchase price in full (we will pay the return freight, too)."

This means that you positively take no risk whatever with SALADA and, moreover, the majority of our customers really make no investment, for the tea is sold before the bill is due.

"SALADA"

Toronto Montreal Boston New York Chicago Detroit Buffalo Pittsburg London, Eng.

The MacLean Business and Class Publications in Canada

TO SELL or buy from Canada such lines as machinery, hardware, food products, dry goods, books and stationery, paper, printing machinery and supplies and general merchandise of almost every description, raw or manufactured, use or consult the MacLean Business and Class Publications, as per list below. For special information, write the publishers. Concerning the quality of the MacLean publications let this copy of CANADIAN GROCER which you hold in your hands speak for all. The MacLean list of 15 publications is as follows:—

THE CANADIAN GROCER (Est. 1886)
HARDWARE AND METAL (Est. 1889)
DRY GOODS REVIEW (Est. 1889)
MEN'S WEAR REVIEW (Est. 1898)
CANADIAN MACHINERY (Est. 1905)

THE POWER HOUSE (Est. 1907)
BOOKSELLER AND STATIONER (Est. 1884)
THE SANITARY ENGINEER (Est. 1907)
MARINE ENGINEERING of Can. (Est. 1910)
CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL (Est. 1919)

CANADIAN FOUNDRYMAN (Est. 1909)
PRINTER AND PUBLISHER (Est. 1892)
THE FINANCIAL POST (Est. 1907)
MACLEAN'S MAGAZINE (Est. 1896)
THE FARMER'S MAGAZINE (Est. 1910)

This fact may interest you: namely, the MacLean organization is the largest concern of its kind in the British Empire. The output of its mechanical department every working day is the equivalent of a 150-page publication of the size and type of this copy of CANADIAN GROCER.

Our London Office, 88 Fleet Street, E.C.

Also at: NEW YORK, BOSTON, CHICAGO, MONTREAL, WINNIPEG

For over 20 years the MacLean Publishing Company has maintained a fully-staffed London office, and has rendered British and Continental manufacturers, shippers, and traders an invaluable service in many directions.

*Specimen copies of the MacLean publications will be cheerfully forwarded to all asking for them.
Address us at London or Toronto.*

The MacLean Publishing Company, Limited

143-153 University Avenue Toronto, Canada

Our bulk Tea business is increasing at a very rapid rate, which is the best evidence that we are making a success of this particular class of business. It seems to be the case when a dealer starts handling our crack blends, he is immediately put on the high road to a successful tea business.

We can refer you to men, who before using our teas, sold practically nothing in the bulk article, who are now doing a very large and profitable trade in them.

You will never know what advantage these blends would be to your business, if you do not try them.

Chests Camp Blend	33
Chests Harsley Blend	37
Chests Regal Blend	40
Chests No. 35 Blend	45
Chests Monarch Blend	50
Chests Imperial Blend	55
Chests Golden Tip Blend	62
Half-chests	1c. per lb. higher.

SEND US A TRIAL ORDER

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

What a Grocer Said

In a letter received from a grocer, he stated:—

"I have handled Red Rose Tea ever since you put it on the market, and during the past 14 years have handled it altogether—not a pound of any other tea except Red Rose and to the entire satisfaction of my customers."

A sure way to build up a large and successful tea department is to make Red Rose Tea your Leader. It has the Quality that wins new customers and holds the old.

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg Calgary Edmonton



Makes such a delicious breakfast porridge

White Swan Wheat Flakes

Perfect, thin, appetizing Flakes made from the very finest wheats and made in a way that brings out all the delicious flavor and all the body-building nutriment of the wheat.

Make room in your displays for White Swan Wheat Flakes. Draw your customers' attention to this line and watch it repeat.

White Swan Spices & Cereals, Limited

156 Pearl Street

TORONTO

Hang it in your store

You won't need to remind your trade that you are selling Colman & Keen products if you just display the original of the show card illustrated here.

This card will act as a persistent prompter. Upon it are shown in natural colors the entire Colman-Keen lines—reproduced in facsimile.

One of these cards is all ready to be sent you—free of charge.



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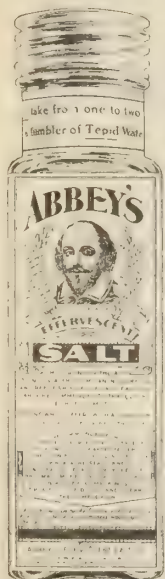
30 CHURCH STREET, TORONTO

191 ST. PAUL ST. W., MONTREAL

Your Customers are reading about

Abbey's EFFERVESCENT SALT

Makes Life
WORTH LIVING



When they peruse the daily papers, they see the advertisements of Abbey's Salt. When they open their favorite magazine, they read about Abbey's Salt. When they are down town they are constantly reminded of Abbey's Salt by the window displays of the dealers who are connecting their stores with the Abbey's Salt advertising. Let Abbey's Salt make money for you—stock it—recommend it.

THE ABBEY EFFERVESCENT SALT CO., MONTREAL

CANADIAN GROCER

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No. 21

Budget—Budget—What's in the Budget?

Speculation Rife as to What Finance Minister Will Set Forth—Opposition Leader's Views Cause a Sensation—Low Tariff Element Seems to Have Subsidized

By T. M. FRASER, Representative of the MacLean Publishing Co. at Ottawa

OTTAWA, May 23—Sir Thomas White recently announced that the budget would be brought down in the near future, and speculation as to what it will contain naturally grows keener; but expectations, as far as the low tariff wing in Ottawa is concerned, are not great. In fact, some of the most radical of the Western low tariff men are understood to be becoming reconciled to the fact that they will have very little to take back to their constituents in response to those telegrams which, during the session, have poured in on them thick as the leaves on Vallombrosa. Even Mr. Maharg who, during the early part of the session, in an interview with a MacLean representative declared that the War Tax of 7½ per cent. had to come off first shot out of the box, before attacking the main tariff, has now come around to the view that a reduction of the War Tax on necessities will be about right; and he, like many other Western tariff reformers, will accept a considerable reduction from his early "ultimatum."

The Opposition Leader Speaks

When the Leader of the Opposition announced in the most casual way in the House on Friday, that he was a protectionist, he further added to the extraordinary mix-up which Parliament presents this session. Mr. McKenzie's exact utterance, which promises to become more or less historic in the annals of the Liberal party, was as follows: "While I am not a very high protectionist, I am not in favor of the tremendous wall which my friend from Peterboro (Mr. Burnham) would like to build; but I cannot help knowing that protection of certain industries has done much for this country. I cannot help knowing that in connection with this very plate industry we are talking about and the institution of the steel works at Sydney, those steel works have furnished a market for our Nova

Scotia coal and employment for thousands of colliers who to-day would not be employed were it not for the assistance which the Government in the early stages gave to the development of our steel and iron industry."

Caused a Sensation

It is not too much to say that this utterance caused a sensation. It was a formal announcement of the well recognized fact that, so far as the tariff goes, there is little or no difference between the two parties. The only free traders now in captivity are the few doctrinaires who air themselves once a year at the Grain Growers' convention, where even their leaders no longer agree with them. Mr. McKenzie's own following is divided, however, and apparently had no idea that he was about to make the pronouncement he did. One of them afterwards expressed the view that he thought his leader had temporarily lost his head; and that he certainly did not represent his—the speaker's—views. Officially, the Liberal party is still anti-protectionist, and old Liberals have to talk like this; but, actually, there is not much doubt that the two parties are to-day not very far apart on the tariff. Strong evidence of this is found in the fact that a paper like the *Halifax Morning Chronicle*, which has been known as the Liberal Bible in Nova Scotia, is now openly in favor of a reasonable protective tariff. The action of the Leader of the Opposition was, no doubt, considerably influenced by the fact that his constituency is located in the centre of the steel industry in Nova Scotia; but his personal hold on the constituency is so strong that he does not require to sacrifice his ideals, and he was no doubt speaking from considered convictions. It may indicate the line which the majority of Liberals will take at the convention called for next August; but, if so, there is likely to be a lively convention.



Poor Political Tactics

But, however it is looked at, it was a very poor exhibition of political tactics. It made the amendment proposed by Mr. McMaster some time ago look more foolish than ever, and it was considered foolish enough when proposed. It materially strengthened the tactical position of the Government, which has been considerably embarrassed by the attacks of the Western members. It placed those members themselves, and also the member for Red Deer, Michael Clark, definitely in the class of political orphans. Dr. Clark has already moved away from the Government side, and over to the cross-benches; and it would not be surprising to see members like Mr. Maharg, of Moose Jaw, Mr. Read of Yorkton and Mr. Andrew Knox of Prince Albert soon follow him.

Low Tariff Men in Difficult Position

The position of the Western low tariff men like those mentioned has become very difficult. They seem to feel that their case for tariff reduction is practically lost, so far as the present session is concerned. They expect very little consideration from the Government, and have now little reason to cast in their strength with the Opposition.

What of the West?

From the experiences of the Western low tariff men in this Parliament, it would not be surprising if the future should bring about new political alignments in the West. The Western members are having the conviction forced on them that the low tariff sentiment is considerably less powerful in Canada than it seems at an enthusiastic convention of the Grain Growers in Saskatchewan. Apart from that Province itself, there is no part of Canada where protection is really in bad odor. Eastern people are sometimes inclined to think that the West as a whole is low tariff, but this is far from being the case. In British Columbia, sentiment is in favor of a protective tariff, with the lumbermen and the fruit-growers both favoring it. Alberta and Manitoba are far from being solidly anti-protection. Saskatchewan alone can be called a stronghold of the low tariff party. The Western members who were so vociferous in the early part of the session are beginning to realize that the East is a pretty big factor, and that there is mighty little purely free trade sentiment left in it.

In Alberta, I notice that the Grain Growers and Non-partisan League is having a sort of rapprochement. Some time ago the possibility of a union of forces on the part of

certain Western electoral powers, such as the labor and agrarian parties, was suggested. If the West is to effect much in Parliament, some such union of forces will probably be necessary.

The time seems rather a crucial one for the West, nevertheless. There has been so much protest and threatening from that quarter all this session, that the House is rather interested to see just how much bluff there was in it. The high tariff men, who have been urging the Government to stand pat, have always minimized the sincerity and the seriousness of this Western agitation, claiming that it was largely froth, and would not be crystallized into action. If no substantial reductions are now made in the tariff and the West stands for it patiently, it is certain that the high tariff sentiment, both in the country and in the Government, will be greatly strengthened and heartened.

The Western men are, therefore, between the devil and the deep sea. The Opposition (which is nothing if not independent, so far as attempting to attack supporters is concerned) does not appear to care whether it adds to its members in the House or not. About the only thing the Western low tariff men can do to express their disapproval is to form a wing of their own in the House; and there is not a sufficient number of them to make much of a hit.

The longer this question is before the House, the fewer become the out-and-out low tariff men, even from the West. Mixing daily with members in the House who are either moderate or high protectionists, their attitude inevitably becomes affected to a certain extent by the company they keep. They feel somewhat like the obdurate juror, who holds out against the other eleven. Few men have the courage to maintain an extreme position to its extreme limit among men with whom they mix intimately every day for months.

Hence we see Mr. Maharg, the protagonist of low tariff, much more vociferous when in the West than he now is in Parliament. Perhaps this is due to some extent to the fact that while here he is not immediately under the eye of Mr. Musselman, secretary and moving spirit of the Saskatchewan Grain Growers, who has always influenced his opinions a good deal. Mr. Maharg is said to be a Tory at heart, and has a stout Tory brother at Brandon. At all events, if he does not receive more comfort from the budget than is now anticipated, and takes it without some emphatic action, the protectionists of the East will take fresh courage and the Grain Growers of the West are likely to get a new leader.—T.M.F.

More Government Taxes?

Teas and Coffees May Have Additional Taxes Imposed in Forthcoming Budget

THAT there will likely be another Dominion Government tax placed on foreign teas at an early date is the opinion expressed by importers of the product in Toronto. The announcement, it is believed, will be made in the forthcoming budget, which is expected soon after the arrival of Premier Borden, who is now on his way from the Old Country. Of course there is nothing definitely known in regard to this tax and any statement in regard to the same, so far, is only conjecture, but dealers are anticipating such a tax. They believe that such will be the case, for the reason that a similar plan was adopted in Great Britain, preference being shown the teas grown within the Empire. No further tax is likely to be added to the Indian teas, and any new measure in this regard will apply only to Japanese and Chinese teas.

As one large importer pointed out to

CANADIAN GROCER this week, the situation in regard to tea is becoming stronger. The rate of exchange on Ceylon has advanced 2d. on the rupee, which in effect means a gain of from three to four cents, Canadian money. This is of course reflected in the quotations on teas, and just at present, with the likelihood of an advancing market dealers are not rushing to get rid of their stocks, believing that higher prices await them.

"We hear all kinds of rumors as to a further tax on coffees," stated W. S. Greening, of T. B. Greening & Co., importers, Front Street East, Toronto, to CANADIAN GROCER, "but we are not speculating on any probable tax." Mr. Greening expressed the opinion that if there was a tax it would likely be a large one, possibly 25 cents per pound. "It will likely be an excise tax and not an import one," he added. "That is, it will be a tax on the final sale, and the cus-

tomers will have to pay it, similarly as they do the war tax, on various lines of patent medicines and drug preparations."

"There is some talk of an additional tax on imported fruits and vegetables," remarked C. N. Fotheringham, of J. J. McCabe, 32 Church Street, Toronto, "but of course nothing definite will be known until the budget is announced. Personally I think there are enough taxes now in addition to the high prices that are being asked for goods at shipping points. On fruits and vegetables coming from the United States there is a duty of 30 per cent., added to which is the war tax of 7½ per cent., together with freight charges, etc., making the cost to the consumer very heavy indeed." He did not believe that imported fruits could stand much further imposition in the way of taxes.

May 9 was a red letter day on the record high prices of 26 9-16c, made in the spring of 1918, was shattered by the white selling at 27 9-16c, and the colored at 27¾c. The offerings were 200 white and 630 colored.

British Goods Available Gradually

British Manufacturer Confronted With Difficulties But Will Surmount Them—Labor is One of Greatest Problems—Home Demand Big—Low Prices Cannot Come Quickly—Import Restrictions Should be Lessened

BRITISH manufacturers are finding a ready market at home for the larger portion of their output at this time, and at very favorable prices. In fact these prices are such that the manufacturer is not, at the present time, nearly so anxious for foreign trade as he would be under ordinary conditions in a normal season. Such is the expressed opinion of J. H. Magor, of Magor, Son & Co., Ltd., St. Paul St. W., Montreal. Mr. Magor has just returned from England, where he met with, and discussed the possibilities of securing increased supplies of various commodities for the Canadian trade, with his principals there.

In view of the fact that the home needs are so great, and because of the added fact that stocks have become greatly depleted at home, Mr. Magor, while hopeful of the future, thinks that it will be some time before supplies for export can be looked for in the usual quantities.

Labor is Short

"Some of the manufacturers have a great deal of difficulty with labor," said Mr. Magor. "This is a big problem in England, and is even discouraging to the manufacturers in some cases. Some men may work for a short time and then they will not return to the factories."

The labor situation is one fraught with much concern for producers and makers of various lines in England. It is particularly difficult for those turning out foodstuffs. Mr. Magor thinks it is one of the most difficult requiring to be met, and just when there will be an improvement in this regard no one can tell; it may be some months. Various conditions are responsible for this. In the first place the workers are enabled to go without working if they so desire, the Government plan giving them a certain weekly allowance. This, with many of them, is an inducement to not work with usual energy and industry, for many have had prosperous days, having worked on munitions at most favorable returns.

Must Improve Conditions

In answer to CANADIAN GROCER'S question as to whether the British manufacturer was desirous of increasing his trade abroad, Mr. Magor stated that there would be need for more encouragement. In other words, it was essential, he intimated, that the duty be made fair on imports. The dumping clause, Mr. Magor said, was a detriment to freer trading in this country, and an impediment to better business relationships. If a closer and better understanding could be worked out then export to Canada would be sought and increased. This would not mean the elimination of

duty, but rather the elimination of the dumping clause only.

There are many goods produced in England, which are in ready demand in Canada, and which will be shipped here if the marketing conditions will be sufficiently favorable. Reciprocal trading, Mr. Magor thinks, will be generally favored by Great Britain, other things being equal.

Improvement Will Come

Mr. Magor stated that as a result of his trip he had been able to secure the promise of larger shipments for the immediate future. He expects that mustard will come to hand more readily, though not in the desired quantities for some time. This will apply to many other commodities, jams, cocoa, pickles, etc., will all be obtainable in time, but the improvement can only come over a period of time. "I believe that there may be quite an improvement in this direction

within the next few months, but it is not possible to make definite predictions," said Mr. Magor. "This can only come gradually."

The Old Country people are used to paying high prices for foodstuffs now, and this is why the quotations there for many lines are very much higher than in this country. "I have seen Canadian tomatoes sold in England for 60c per tin," Mr. Magor said, "and the people are paying it. They are now used to high prices."

Prices to be High

As to the future of prices, Mr. Magor is of the decided opinion that these will continue to rule high. There can be no pre-war levels reached at this time. "I doubt," said Mr. Magor, "if in our time or within this generation, prices will decline to anything like the levels obtaining before the war. There will be gradual reductions on some lines, but this will be very slow in coming."

It is obvious, that with labor and material prices away beyond normal, and with so many factors to be considered, low prices can be reached in a hurry. It is a case now of speeding production, and the future alone will reveal reductions in a large way on many of the commodities sold as foodstuffs.

The Future of Canned Goods Prices

Conditions That Make for a Maintenance of Prices Outlined—Export Demand a Steadying Price Factor

THERE is a good deal of interest being taken at the present time in the probabilities as they affect canned goods for the coming season. Of course there are some variables that cannot be known, notably the actual crop production, that makes it impossible to estimate the cost with any definiteness. There are many conditions, however, that are known and that have a very material effect on prices of canned goods. The president of the Western Packers' Association, in their convention at Chicago, recently stated:

"Permit me now to present what I consider some of the real and permanent facts underlying the present status of canned foods:

(1) Canned goods cannot and will not be permanently cheaper this year or next, because:

(a) The cost of manufacture in 1919 will be as high as in 1917 and 1918.

(b) The pack of the staple vegetables will be less in 1919 than in 1917 and 1918, due to the shortage of acreage.

(2) The cost of manufacture will be substantially as high in 1919 as in 1918 because:

(a) There can be no radical recession of labor scales.

(b) The cost of essential materials is as high on the average as in 1918.

(c) The price of farm products, while less in some sections on most staple products, will be on the whole as high as in 1918. This is due to the fixed Govern-

ment price on the wheat crop of 1919, and the high level of prices still continuing on other food products, such as field corn and hogs and cattle.

(3) The general food shortage in the world will be as marked in 1919 and 1920 as in recent years because the areas devoted to the raising of food in Europe cannot be restored to their normal production within this period.

(4) The restoration of shipping abroad on certain food products caused by the shortage of ships will be relieved by the middle of the summer, and many foods, including canned goods, will find a ready market in Europe and other countries.

(5) The declaration of peace, the lifting of embargoes, the opening of the channels of trade, the ample supply of ships, will mark the beginning of a restoration of an era of prosperity which will equal in volume and variety anything we have ever known in the industry of the country. When this time shall come, and it will come unless the world is to pass into decadence, we shall have another paradox, to wit: Canned goods then will be as high in value, if not higher, than other foods.

While these facts were applied to the situation in the United States, W. R. Drinnan, secretary-treasurer of the Dominion Canners, in commenting on them in a recent letter to the trade, stated:

"This information will be of interest to

(Continued on page 28)

Dealer's Confidence Sells Grape Juice

Convincing the Merchant
Ahead of the Consumer,
Gains Powerful
Co-Operation

WHETHER a dealer stocks one brand of goods or a dozen, his personal preferences are represented by the lines he concentrates on and pushes. If he stocks only one brand of a particular line it does not mean that this is because all his customers ask for that brand. This is never the case. Consumer preference is found by investigation to be a variable thing, much more variable than dealer preference. Let us discuss here some actual dealer preferences in grape juice:

John Muir, Niagara Falls, Ont., stocks one brand of grape juice. It is one that few of his customers knew about in advance of him laying in a stock. "I can sell this line," stated Mr. Muir, "wherever there is a demand for grape juice. I don't care what brand is asked for, I cannot stock them all. I show the customer the brand I handle, comment on its bright, sparkling appearance, and assure her of its pleasing taste; and I sell it, not in every case perhaps, but certainly in every case where the customer knows me, and in seventy-five per cent. of the cases where she does not. No matter what brand I handled I would not be likely to beat those figures. I sell this line because I am confident in my own mind that it will meet with the satisfaction of the customers and because I know it will bring repeat business. It is more advantageous to me to sell it than other lines."

James L. Hewson, Oakville, Ont., also carries only one line of grape-juice, a line that he believes to be best, but it is an entirely different line from that of Mr. Muir's. It has been given considerable general publicity, and Mr. Hewson thinks that fact has unquestionably helped in the sale. He believes it has made the customer ready to accept the goods when they are offered. In some instances there is a demand for it, he says, by brand name, but this is partly due to the fact that his customers know it is the only line he handles. He also states it is unquestionably a fact that a very large part of the demand is merely for grape juice.

The fact that Mr. Hewson and Mr. Muir are each convinced that the line they handle is the best for their customers and themselves is the decisive factor in making the sale.

Why Such Numberless Kinds?

If general publicity alone could take the place of every agency in encouraging demand, there would be a sale for only a very few brands. As a matter of fact different merchants are selling many different lines, and are sometimes ready to try new ones when the opportunity presents itself to thereby make a better

Co-operation on the part of the manufacturer with the retailer is a most important factor in establishing a dealer's preference for a particular brand. This point is brought out clearly in the interviews that appear on this page. Several retailers refer to the fact that in many cases they place the goods of a manufacturer under the counter or in some other out-of-the-way place if that manufacturer does not show a willingness to help them in the way they think he should.

profit and still satisfy their customers.

Several merchants referred to the fact that judicious general publicity helps to create a demand but that no amount of advertising or anything else can force any dealer to sell goods that do not appeal to him either in the matter of price or quality. Dealers say that they get behind certain brands because the manufacturer, either direct or through their travellers, co-operates with them.

W. J. Snell, 2165 Queen Street East, Toronto, has sold a lot of grape juice but of late months has been pushing another brand. He changed the brands because he felt he could make a better margin out of the other.

"It is just as good," he stated, "and we can sell it at a better profit than ——. We are finding that sales are increasing and we believe that as the people come to know this line better they will buy as freely of it as they formerly did of the first line. It is possible to sell this line more cheaply, and while customers were diffident about buying it at first in preference to —, they are now accepting it quite readily because they find it has a good flavor and a pleasant taste."

Here is a concrete case of where a dealer's preference has diverted the channel of customers' purchases. The "dealer's preference" is certainly a powerful force in distribution. With the grocer once sold on a product there is little likelihood of his making any effort to change trade.

Donald McLean, Roncesvalles Avenue, Toronto, sells — almost exclusively. "If I thought the other brands were as good," he stated, "I would get behind them—but I don't. The bulk of my business is done over the phone. We never attempt to substitute on this trade. This is not because we might not easily be able to do it, but merely because we believe — to be the best. We stocked some — some time ago but it is still on the shelf as we have not tried to sell it."

The Grocer Not Convinced

It is an interesting fact that the latter line has had a fair amount of attention devoted to it in many of the largest consumer mediums on the continent,

Many Factors Combine to Assure Merchants Goodwill
—Once Established, He Sells the Goods.

still it remains on the shelf in this store, not because there is no demand—for the merchant could readily introduce it to his customers and be sure that they would remember this product because of its extensive advertising. The product did not sell because the dealer himself was not convinced that it was as good a product as the one he previously favored.

Sometimes a merchant is convinced of his own ability to sell a new line by force of circumstances. For instance:

J. M. Semmens, King Street West, Hamilton, Ont., had been accustomed to sell —, a well-known line, and to pin his faith to that. It happened, however, that in the very heart of the special selling season he was unable to get supplies of it. He took the only possible course and stocked another line fearing somewhat that his customers might not take to it. He has found from experience that he can sell one about as readily as another, his customers being quite willing to accept the brand he offered them without criticism or complaint.

One of the Lyndroute stores, situated at 390 Roncesvalles Avenue, Toronto, had a fairly heavy stock of — grape juice. It retailed at a somewhat lower figure than another line they had been handling, and at first they found that their customers were inclined to look askance at it, and would even purchase a sample with a certain reluctance. After trying it, however, they bought it freely, as they found no complaint with it. As it, as well as satisfying the customer, showed a better margin of profit to the merchant, they, of course, gave it the preference.

Five Cases at a Time

Thos. L. Muir, of 4451 St. Catherine St. W., Montreal, buys more of one brand of grape juice than all others. In this way he claims he gets a better price, but in addition to this he also feels that the brand he buys in the larger quantity is decidedly reliable.

Mr. Muir stated he bought — grape juice in lots of five cases at a time while the other brand he sells he buys in single cases only. "I get a somewhat lower price on the five cases bought in this way, and then I consider it is of an excellent quality always."

How the Grocer Influenced Sales

Note the definite attitude of Wm. Pye, St. James Street, Montreal: "What is your experience in selling grape juice?" CANADIAN GROCER asked. "When a customer asks me for a bottle of grape juice I place — on the counter, and name the price, 35c. 'Oh, that is too dear, have you nothing cheaper?' I then

take down a bottle of ——— and place it alongside the other. This one you can have for 25c if you prefer it. In almost every case the customer will buy the first one, and this is the big seller with us." The tone of the dealer's remarks very often decides the sale.

Appearance of Package Helps

Mr. Pye added that the brand which he believes is better than any other he can get was unmistakably favored when he recommended it to his trade. It not only was better, but he considered it had a much better appearance. This was a help, and especially so when the two were placed side by side, even were there no label on either bottle. Both bottles are of identical size.

The same underlying principle governs the purchase of this grape juice as that applying to general grocery lines. Mr. Pye said that he would not buy a line of groceries just because they were extensively advertised to the consumer. This was alright, but he insisted on the goods themselves possessing unmistakable merit. They must also afford him a reasonably good profit if he were to sell them to his trade. He also liked to push an attractive looking line and one that had a neat, attention-getting label.

Made a Business in a Special Line

W. R. McCaw, 125 Roncesvalles Ave., Toronto, pushed one brand of grape juice with great success. He was able to buy it in good shipments at a good price some time ago. He featured it in the window for a long time, selling at a special price. He sold over one hundred cases in this one effort. "I could sell as many as half a dozen large bottles to one person," he stated. "People passing in automobiles are big buyers."

Grocers Can Do What They Want

Jenkins & Son, Charlottetown, P.E.I., handle only ———. "Our customers," they state, "will usually accept any brand of goods we recommend. If there is no particular advantage where two or more particular lines of about equal quality are concerned we always take the well-advertised brand as it does not require any talking, and in these days 'time is money.' If we do not take kindly to any line we keep it in the background and only put it out when a customer demands that special brand. Take the case of a certain soap manufacturing concern for instance. Owing to the fact that they will not grant any special price for quantity we never hand their goods out except when definitely specified. The manufacturer should know that unless the retailer will place the goods before the housewife it will be impossible for him to get his goods into the homes. If retailers will stand together they can do pretty nearly anything they want to do."

Personal Preference and Prejudice Influence Sales

Personal preferences and prejudices have no small part in shaping the selling policy of the merchant.

L. Krivel, Corydon Avenue, Winnipeg, handles two brands of grape juice, but puts his efforts behind only one of these, giving as his reason: "It is a reliable brand," and he feels that for this reason he can always confidently recommend it.

T. Collins, Wilbrod Street, Ottawa, stocks three brands of grape juice, at least two of them being fairly extensively advertised. He puts his selling effort especially behind one line, however, stating that it shows the same profit, and he believes it is of the highest quality and also that the company supports the Ottawa Food Show, in which Mr. Collins is interested.

The Alberta Grocery, Calgary, Alta., also stock three lines, all of them fairly well known generally. Whenever the opportunity presents itself, however, they suggest ——— as opposed to ———, which up to the present has represented the bulk of their sales; the reason given is that "the manufacturers of this product are too independent." Here again this retailer exhibits a preference for one line.

Service a Large Factor

John Patterson, manager of the grocery department of the Hudson Bay Company's store, Calgary, Alta., instances one of the factors that is instrumental in determining the goods the merchant will handle—that is the matter of being able to secure supplies:

"The grape juice situation has been rather unsatisfactory here for the past season," he states. "There was a limited amount of ——— and after that was sold out it has been largely a question of selling what was obtainable and what sizes could be had. The present seems an opportune time for some manufacturer who has a dependable product to step to the front here, and I believe it would get good support from jobbers and retailers alike."

Sometimes there are still other factors that induce a merchant to stock a line, factors quite apart from consumer demand.

W. Hanna and Sons, Port Carling, Ont., handle two brands of grape juice, one well known and the other comparatively unknown. It is this latter line, however, that they sell whenever the opportunity presents itself. They stocked this line because of other business association with the firm, and feature it wherever possible because it shows usually a better profit and can be sold at a more popular price, while they believe that the goods themselves are just as good.

J. W. Hanley, proprietor of the McLean Grocery, Moose Jaw, Sask., states that they handle two brands in the store and give some special preference to one of these by window displays. On the other hand on certain occasions, when this brand proved to be higher priced than the other they handled, and believing the quality to be the same, they had devoted themselves vigorously to featuring this second line. They believed both the brands were of equal quality and they favored one merely to take advantage

of the advertising already done by that firm.

"In the matter of selling," stated Mr. Hanley, "we believe that this is largely a question as to which line the retailer wishes to get behind, more than what the customer wishes. We find that in some lines it pays to push those that are advertised the most, because the manufacturers will co-operate with the retailer by allowing him a good margin and by doing all in their power to stop price-cutting on their goods. We also find that it does not always pay to feature some lines that show a vastly larger margin of profit unless you are fully convinced in your own mind that the quality is just as high."

Introducing New Goods Makes Sales

H. V. Raymond, Sydney, N.S., in referring to the merchant's ability to actually sell what goods he wishes, gives the following instance:

"One particular instance I recall took place about the first week of April. A woman asked for a bottle of grape juice. On that occasion I had just opened a case of ——— brand. I told her where it was made and that the manufacturer was the owner of a large grape garden, and showed her the rich color of the article, so she took it in place of the line asked for. Since that time she has purchased nearly a dozen bottles. I think this is a good instance to show that, quality considered, the merchant can sell any brand he chooses if he wishes to put any effort behind it."

A Maintained Quality Assures Cooperation

Mongeau Freres, St. James Street West, Montreal, buy ——— grape juice for their trade, and favor this brand for the following expressed reason, given in reply to a question by CANADIAN GROCER:

"It has always been of high quality and we have no desire or intention to change for any other."

The better grocer invariably states that he can sell any line he wishes to get behind, with this proviso, that the article in question is uniformly up to sample. This given, he gets behind, and things happen.

SOME INTERESTING FIGURES IN CANNED GOODS COSTS

Some interesting figures are to hand, showing the cost of producing canned tomatoes in the State of Maine, in 1916, as compared with 1919. As conditions governing the Canadian industry are largely the same as in the State of Maine, the comparison is timely, and speaks for itself, as an evidence of the rapid advance in the cost of this commodity alone.

The table is as follows:

1916: Cans, \$14 per thousand; boxes, 9½c each; labor, 15c per hr.; tomatoes, \$8.50 per ton.

1919: Cans, \$26.75 per thousand; boxes, 20c each; labor, 40-50c per hr.; tomatoes, \$15-\$18 per ton.

Winnipeg City Nearing the Bread Line

The Widespread Strike Presents Serious Problems in Distributing Food Products—City Already Feeling the Pinch

THE City of Winnipeg, under the stress of a widespread strike, is rapidly approaching a very serious situation in regard to its food supply. Under modern systems of transportation supplies can be so readily moved to any point, that, as a rule there are no very large reserve supplies maintained. For upwards of a week, now, Winnipeg has been living on its reserves, and these reserves are being rapidly depleted. The railways are not delivering supplies to the city and there is no one to handle them or deliver them even if they were brought to the city.

Difficulties of Distribution

Of course the retail grocer was able to meet the first demand, and from his stocks supply the needs of the citizens, but in a city the size of Winnipeg, with numerous wholesale grocery houses, there is no tendency for the retailer to carry heavy stocks, so that a very moderate run would seriously deplete his stocks. Of course the wholesaler is well supplied, but there is the difficulty of distributing the goods required, especially as in some of the establishments at least the workmen have joined the strikers.

Grocery Stores Open, But no Delivery

A representative of CANADIAN GROCER who has been in Western Canada the past couple of weeks returned to Toronto Tuesday. Discussing the Winnipeg strike situation, he points out that the Citizens' Committee, formed chiefly from the ranks of business men whose establishments have been closed, is doing splendid work. The members of the committee are offering themselves

as firemen and for police duty, etc., and this is doing a great deal to stabilize the situation. This committee is showing a determination to prevent mob rule.

Restaurants were gradually closing as they ran out of food as it was almost impossible for them to get in fresh supplies. Grocery stores were open all over the city but there were no drivers, and very few clerks. Grocers themselves were working hard to endeavor to supply their customers with foodstuffs.

As far as could be ascertained there was no real hardship so far as lack of food was concerned, although of course if the strike lasts for any length of time this will be a possibility.

Up to the present, too, there has been no violence, and it is hoped that none will occur.

A late report indicates that the banks are closing, not on account of the strike but because so many people have been endeavoring to draw their deposits.

CANADIAN GROCER this week continues its regular market service from Winnipeg, and carries the full details of the R.M.A. Convention at Regina. This service is given under conditions of unusual difficulty, as no mail or wires have been received from the West during this week, and it is with a certain feeling of satisfaction that this issue is sent out without a department missing.

merchants held that they were justified in doing this because had there been a decrease in prices they would have had to meet the lower figures and make up the loss as best they could. Discussing the matter from another standpoint a representative farmer who was present declared that it was necessary to go further back than the merchants to discover the origin of high prices. He declared that the tariff, especially that on machinery, was a great factor in causing high prices. With cheaper machinery it was his view that production would be increased and prices lowered all round. The result of the meeting was that a committee was appointed to make investigation of specific instances in which complaints are being made over prices.

THE FUTURE OF CANNED GOODS PRICES

Continued from page 25

you because it covers practically similar conditions in Canada."

Continuing, Mr. Drynan stated:

"You will now be considering the question of making up your order for the coming season's requirements.

"In placing your order at this season, you will, of course, require to take into consideration the prospects for business during the balance of the year, the present condition of your stocks and the possibility of your being able to buy later at as favorable prices as you are offered under the contracts. Several eminent economists, over their own signatures, state that a study of wars during the past century has convinced them that for a period after the world's greatest war, prices in general will be high and continue to advance.

"This period varies according to different opinions, from two years upwards, but these opinions are fairly unanimous that prices will remain high for some time. In any event conditions point to the fact that there is very little likelihood of lower prices during the current year.

"As you are probably aware there is a very heavy export demand at the present time for canned fruits, and canned vegetables, especially tomatoes. There is no present indication that this demand is letting up. Orders for considerable quantities are already booked for export from the new pack.

"While extensive preparations are being made for a large pack, there is no more uncertain business than the canning business, as no one knows until the season is over just what the pack will be. If orders are placed early you obtain favorable consideration should there be a pro rata delivery, otherwise you may possibly secure your requirements, but at higher prices."

BRANTFORD, ONT., GROCERS MAY START BAKERY

The Brantford grocers are considering opening a bakery to supply bread for the grocery trade. The grocers have already \$4,000 subscribed in case they decide to start a bakery.

Why Aren't Prices Shown in Your Windows and in Your Ads? Machinists Ask Goderich Retail Merchants

A MEETING that was perhaps one of the first of its kind in the province and of particular interest to retailers, in that it shows how closely the man in the street is following prices and merchandising was held at Goderich, Ont., to discuss keeping trade at home. The retail merchants were invited to attend a meeting of the Goderich Lodge, International Association of Machinists. The chief spokesman of the machinists, while disclaiming any intention of telling the retailers how they should run their business, declared there were some things that people thought should be remedied. He pointed out that there were strange discrepancies between the prices charged by various dealers, even on standard articles, that goods displayed in the windows were usually not priced, and that many mer-

chants did not give prices when advertising. He stated that when a woman bought her supplies out of town there was usually some very good reason for it, as most women took a keen personal pleasure in shopping, rather than doing their buying by mail. Goderich, it will be remembered, is one of the towns where a "Spend Your Dollar at Home" campaign is being carried on, as stated some time ago in CANADIAN GROCER. Various merchants replied to what had been stated and explained the variation in prices by stating that the goods were purchased at different times and that buying prices had been changed. An argument took place over the question of whether a merchant should take advantage of a rise in prices and charge more for goods he had in stock before the goods advanced. The

Will Appoint Western Board

Saskatchewan Convention Accepts New Basis of Constitution—Four Provinces Represented by Western Board—Ottawa Office Unsatisfactory—Favor Half Holiday—Oppose Bank Mergers

REGINA, Sask.—One of the most important resolutions adopted in the early sessions of the sixth annual convention of the Saskatchewan Retail Merchants' Association, was that providing for the acceptance of the basis of the constitution as it now exists, it having been altered by the Dominion Executive at Ottawa to provide for the compulsory appointment of a Western board representative of the four Western provinces, and the optional appointment of an Eastern board comprising the Eastern provinces. Settlement will be made by the new executive for the per capita tax which the association has been holding back for the past year, pending a settlement of this difficulty. A Dominion Secretary will be elected by the Western board and will have no vote.

The passing of this resolution followed an exhaustive report by J. J. Polson, on the recent Dominion convention. The change in the constitution further provides that the Western board will be responsible for half the expenses of the Ottawa office and that Western members

will pay their fees to the Western board, but until this board is formed fees will be paid to Ottawa.

While in Ottawa, Mr. Polson informed the Dominion board that there was a strong feeling that the Dominion office

tive of all the Eastern provinces owing to the likelihood of encouraging friction.

In the discussion following this report it was contended that as Saskatchewan was one of the strongest supporters of the Dominion organization, that it should therefore receive good service from Ottawa. Mr. Polson stated that the feeling between the East and West was becoming more harmonious and that representatives of the West can get from the Dominion executive anything which is reasonable.

"Eastern merchants are reasonable, and we have a chance to cement the retail trade of the whole country in a live, harmonious organization."

The Ottawa office had promised this year to hold the annual meeting in Vancouver, to assist the growing organization in that district. As it was impossible to arrange this matter at the last minute an alternative has been suggested, namely, to run a retail merchants' train from Halifax to Vancouver for a three-day conference. This is planned for August of this year.

J. A. Banfield of Winnipeg, president

NEXT CONVENTION AT MOOSE JAW IN JUNE, 1920

A motion was adopted by the Convention establishing June as the month for the next convention, instead of in May. It was decided to accept the invitation of the City of Moose Jaw to hold the next annual convention in that city.

had been very unsatisfactory for some time, and that if the trouble could not be traced to situations in the East which hindered the secretary, then that official should resign his office. Mr. Polson pointed out that the East had fought the change because the West would have charge of its own affairs, and because they did not want a board representa-



A scene on Scarth Street, one of the main thoroughfares of the Convention City of Regina.

of the Dominion Retail Merchants' Association, confirmed the fact that Eastern Canada is now desiring to work in closer co-operation with the West.

"As a unit we will do something, but disintegration will get us nowhere," added Mr. Banfield.

W. C. Paynter, Tantallon, supported the motion, stating that unity of action cannot be secured unless the West is joined with the Dominion organization.

Favor Half Holiday

A great deal of discussion centered around a resolution empowering the new executive to secure legislation for a universal Wednesday half holiday throughout the year. The convention was in favor of this legislation and action will be taken to have Wednesday afternoon observed where it is the practice to observe a half holiday. The general acceptance of a half holiday is, however, optional. Moose Jaw delegates favored a half holiday throughout the year.

H. E. Sample, Kerrobert, suggested that the Government be asked to name a day to be universally observed in Saskatchewan. Another delegate thought it would be difficult to establish a certain day in a small town where the farmers have the habit of coming in whenever they take the notion. Other country merchants thought the matter should be left to the municipalities to set a day for the holiday.

G. W. Stockton, Carlyle, stated that in the country no one observes a holiday as is done in the city. He contended that the country customers must be accommodated and offered the suggestion of alternating the clerks on duty in the store in order to give them needed recreation. He added that the Grain Growers has passed a resolution asking country dealers to remain open to accommodate the farmer owing to a scarcity of farm help.

Price Hughes, Regina, pointed out that unless the association took action, a similar situation will arise here as in England, where inspectors have to be employed at big expense, to enforce the law.

W. C. Paynter amended the resolution, making the observance of the half holiday optional, but declaring Wednesday to be the day for the half holiday where a holiday is allowed by the Village Act. S. McMicken, Moose Jaw, thought the association should not seek Government action, intimating that this might cause trouble between the East and the West.

A straw vote of delegates present indicated that a compulsory half holiday in the summer was favored.

Against Bank Mergers

The association went on record as protesting against further bank mergers being permitted. It was pointed out that bank mergers were fairly numerous recently, resulting in credit passing into the hands of a few. A clause providing for the appointment of a special commission to investigate the whole financial situation of Canada was voted down. J. J. Polson was emphatically

against the appointment of commissions to investigate anything under the blue sky.

Mr. Banfield followed in an address dealing with the problems affecting retail merchants. A vigorous attack was made upon the operations of the Canada Food Board, figures being quoted to show the enormous expense and burden that the board had been to the country and to the merchants, inasmuch as the license fees paid by the merchants financed the board. Mr. Banfield quoted the following figures from the report of the board: Total revenue in fees amounted to about \$491,000. Of this amount \$202,847 was spent in salaries;

\$52,000 in travelling expenses, \$90,833 in printed matter and advertising, and \$29,790 for office expenses.

Mr. Banfield declared that it took much of the time of the staff of the association at Ottawa to watch Director Thomson of the Canada Food Board, and his staff.

"A list of fifty-seven subjects is now before the Government for action," stated Mr. Banfield, adding that one of the important ones provided that the Garnishee Act. should apply to civil employees in future. This action was thought necessary to protect retailers, especially in view of the taking over by the Government of additional railway lines.

One Insurance Policy—One Business

Executive of R.M. Mutual Fire Ins. Co. Will Settle This Problem—Membership Necessary for Each Store to Get Protection at Present—No Increase in Risk Allowed

THE Wednesday afternoon session of the convention was devoted to the Retail Merchants' Mutual Fire Insurance Company, reports being given and officers elected. The financial statement showed the net insurance carried by the company to be \$882,200;; expenditure, \$17,850.87; assets, \$48,064.13; liabilities, \$48,064.13. The total amount of insurance written during 1918 was \$991,900.00 and policies in force, December 31, 1917, \$554,935.70.

The election of directors resulted in J. C. Nichol, Radisson; and E. Wright, Kerrobert, being elected for a three year

term and W. P. Ball of Assiniboia for a one year term.

A. E. Fisher, superintendent of insurance for Saskatchewan, gave a brief address on fire insurance, congratulating the R. M. Company on the low expense ratio and the low loss ratio shown. He emphasized the need of every merchant scrutinizing his policy carefully to eliminate any difficulty in making settlement. He stated that during the past year there had been a fire loss of \$2,250,000 this being a per capita loss of over \$3.

The question of whether merchants should be given protection on more than one store in return for the payment of insurance fees on a single membership in the association was discussed. At the present time a merchant must have a membership for each store in order to have each store covered by insurance in the Mutual company.

S. McMicken, Moose Jaw, opined that that the R. M. A. was not so much for the individual but to help the store situation. He favored one policy—one business.

On the motion of S. T. Brown, Simpson, the matter was left with the executive committee to deal with.

OFFICERS FOR 1919

Following officers were elected for the following year:—

Honorary President—H. D. MacPherson, (men's furnishings), Regina.

President—S. McMicken, (grocer), Moose Jaw.

1st Vice-president—W. P. Ball, (general), Assiniboia.

2nd Vice-president—J. C. Nichol, (general), Radisson.

Treasurer—S. E. Fawcett, (hardware), Saskatoon.

Hon. Secretary—J. W. Creswell, (men's furnishings), Regina.

Constitution provides the Acting Secretary will be appointed by the Executive Committee.

J. J. Polson, 1st Vice-president of the Association last year, declined the office of President this year owing to the fact that his business is developing a wholesale department and he did not feel justified in standing for the office in a retail organization.

W. P. Ball was elected to represent the Saskatchewan Association on the Western Board, with the remainder of the Executive as substitutes.

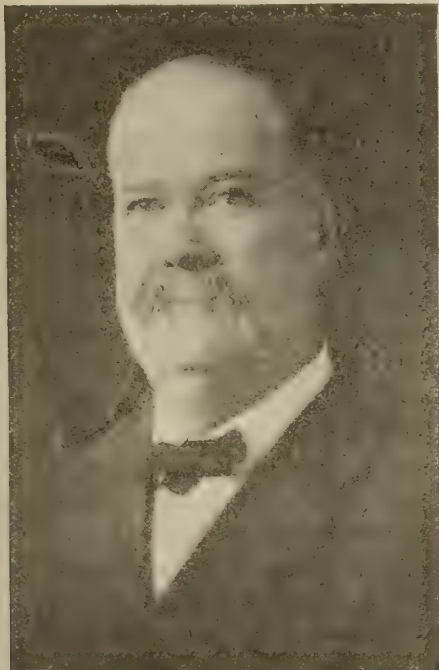
LITTLE EXPORT FROM BRITAIN THIS YEAR

G. T. Milne, senior British trade commissioner for Canada and Newfoundland, visited Winnipeg recently. Speaking of the future of Britain's position as an export country. Mr. Milne stated that while the difficulties of readjustment in Britain are enormous and while it is unlikely that during the current year the Old Country will take her accustomed place in the trade of the world, he feels sure that by next year her enormously increased capacity for production will make itself felt in the world's markets and that relations will be re-established with the Canadian market.

Favor Trade Sections in Convention

First Two Days of Future Conventions Devoted to Trades—
Third Day for General Convention—Will Try Out
Division of Province Into Sections With
Paid Secretary

THE proposed holding of trade section conventions, and the division of the province into district branches, were important matters which brought forth much discussion in the Wednesday morning session. After consideration it was decided that the



S. D. McMICKEN,

Moose Jaw, Sask., elected President of the Saskatchewan R.M.A.

first two days of future conventions will be set aside to the trade sections, the general convention being held on the third day. An amendment to exempt trades not included in general stores and hold their conventions at some other time of year was voted down.

W. L. McQuarrie, Saskatoon, supported this division into trade sections, stating that during the first two days the sections could decide on important matters to be considered and there would then be something to work on in the general convention.

S. McMicken saw difficulties ahead, and issued a grave warning. "We have got the Retail Merchants' Association into one association. We have been fighting for twenty years to keep away from individual associations of the various trades. This convention is held for the good of all. There should not be sectional meetings. Do not get the conventions separated, for as soon as you do you are going to have fifty-five conventions held separately and the Retail Merchants' Association will go out of business."

In speaking to the amendment another

delegate contended that the general merchants would thereby be given preference in being allowed to attend the general as well as the sessional convention, whereas trades not represented in the general store would be restricted.

A motion to direct the executive to pick out a certain district in the Province of Saskatchewan in which to try out for the period of one year the plan of appointing a local paid secretary responsible to the provincial association, was adopted. In this connection it was decided to give returned soldiers preference in appointments to the position of secretary in such districts. The secretary will make a report at the next convention on his work in the trial district, which will include 200 to 300 members of the R.M.A. The work of the secretary of the proposed sections was outlined by F. E. Raymond as follows:

Insofar as a credit rating system is concerned, it will be possible for such secretary to make a credit report on everyone in the district. A credit rating card will be provided for each merchant and a complete summary covering the district supplied to all members of the provincial association. This system is designed to prevent dealers who have exhausted credit in one district to move on to another and secure credit facilities. An interchange of summaries will cover the entire province.

In regard to collections, the credit system would lessen the need for collecting. The secretary could give personal solicitation and the fact of his being a member of the R.M.A. would carry weight in such matters. The usual rates for collections would be charged, so that the system would not be taken advantage of and the secretary deluged with unnecessary work.

Another phase of work for a secretary would be the encouragement of the community idea. It is felt that a man in such a position could do much to better the feeling between towns and cities.

The district secretaries would be employed by the provincial association, care being exercised to choose men who can win and hold confidence.

The plan will necessarily involve increased expenditure and it was suggested that a fee of \$25 to \$30 per year might be necessary. It is planned to have men selected for these positions spend a month in the Saskatoon office to get in closer touch with the work of the association.

Delegate Mouton, Kelliher, suggested that the province be divided as the Grain Growers' Association into thirty-six sections, and allowing each section to

pick their own secretary and pay him according to the amount of work involved.

G. W. Stockton, Carlyle, stated that the plan would involve a great expense. "I believe it is necessary to do something along this line, but it is questionable if we should stand the expense of a secretary paid by the association in each district at the outset."

C. Williams, Moose Jaw, suggested that the sum of \$50 be paid to some responsible merchant in each district to handle the secretary's work.

Another delegate stated that the work done by the provincial association is not sufficiently close to the country merchant. The city dealers had their own secretary giving personal attention, and the country dealers would appreciate the association more if they had an equal service.

J. J. Polson stated that in the Regina R.M.A. there was no organization under the plan where the secretary devoted only a part of his time, and that it was necessary to open an office and devote a man's whole time to secure any beneficial results.

Suggestions by other delegates were that the plan was all right for large cities, but that country merchants could figure up their customers themselves. In another large district there were very few members of the R.M.A., and a secretary's traveling expenses would be heavy in proportion to the amount of work which could be done.

H. D. MacPherson, Regina, stated that the association had come to the limit of what it could do under prevailing circumstances. It was in response to his request for a trial in one district that the motion was adopted. The provincial association will bear the expense of the trial in one district, and it will be necessary to use some of the funds at present on hand for this purpose.

(Convention report continued on page 35)



J. C. NICOL,

Radison, Sask., appointed Second Vice-President of the Saskatchewan R.M.A.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

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EDITORIAL BRIEFS

THERE is a certain grim humor in the Toronto *Globe's* remark that "the cash-and-carry system is being given a thorough trial in Winnipeg."

WHY NOT SOME MEDIATOR?

N reply to a request for the Department of Labor to send representatives to the scene of the strike activities in Winnipeg, some lofty intellect in Ottawa is reported to have stated that the Department of Labor is for preventing strikes, not for settling them.

Of course, that is a comforting thought. But when strikes like this one have not been prevented, what, then, is the next move? Surely the Government cannot wash its hands of a movement that is of such vital importance to so many people. Surely the Government is interested in adjusting this question in a way that will mean justice for everyone.

TALKING BACK TO THE CATALOGUE

THERE is a hardware store in Sprucedale, Ont., that advertises in the local paper as follows:—

"Take any Iron Bedstead in Eaton's Catalogue and we will supply you with the same identical Bedstead at 50c below their price for the better ones, and 25c below for the cheaper ones."

Whether the mail order house is worth all this attention from the merchant or not we cannot say.

But certainly there is more to be said for this argument that bases a claim on actual values offered than can be said for those arguments that are based on local loyalty alone.

It is more hopeful copy to read. It is fighting copy. The mail order house is a fighting proposition, but it fights in the open. While its enormous resources give it certain advantages, these advantages are not as numerous as many merchants believe. It is quite possible to meet its competition, as the advertisement of the Dixon Hardware Company shows. If we are going to worry at all about the mail order house it is certainly better to worry about how we can make it hot for them than about how they are making it hot for us. The one spells progress, the other retrogression. The retailer has still very many useful and beneficial lessons to learn from the mail order house.

A REMEDY IS NEEDED

THE city of Winnipeg is paralyzed by the most far-reaching sympathy strike that has probably ever faced any Canadian city.

The strikers have gone about their work in the most thorough-going way. The city has been cut off from all communication with the outside world. Its newspaper plants have been shut down, so that the citizens may read of the strike only through the favorable eyes of official labor organs. Restaurants have been closed, and baking and milk plant operations suspended, or permitted at the will of the strikers. Citizens are finding difficulty in obtaining food. Stores are being closed at the orders of the strikers, and banks have closed as a wise measure of precaution. A city of roughly two hundred thousand people is facing danger, and inconvenience, and want, and is being brought face to face with conditions of anarchy, because of a difference of opinion between a few men. It is not our intention to disparage the claims of either party. We are not versed in the merits of the case, but it seems clear that matters should never have been permitted to come to this pass. This dispute will have to be settled sooner or later and there will be no change of essential conditions in the meanwhile, so the settlement might just as well have been reached without all the loss, the suffering and annoyance that this strike has entailed.

There are Governmental departments that are entrusted with the administration of matters pertaining to labor. Is it too much to expect that such a department should be capable of meeting such situations before they had come to the present pass? It should be possible for the Government to assure justice to both parties without having a city of 200,000 souls, very few of whom are directly interested in the questions involved, placed on the rack.

Current Events in Photograph



GREAT ADVENTURERS

On Sunday afternoon last Harry Hawker and MacKenzie Grieve started on the greatest adventure the world has yet known. Since that time they have passed out of human ken. It may well be that no one will ever know the actual fate that befell them, but their names will go down among those of other gallant gentlemen who have pioneered the world's progress. The photo shows their machine. The figure facing to the front is that of Harry Hawker.

WANT TO KNOW PRICES

JUST how keenly interested the buying public is in knowing prices was shown at a meeting held at Goderich, Ont. In an effort to stop people buying out of town the retail merchants of Goderich have been putting on a "Spend Your Dollar at Home" campaign in one of the local papers. It seems, however, that people continued to buy out of town and with a view of securing co-operation from the workmen a meeting was arranged to discuss the situation in general. The retail merchants were invited to attend a meeting of the Machinists' Lodge, one of the strongest in the town. The chief speaker for the machinists drew particular attention to the fact that many of the merchants did not put prices on goods they showed in the windows, also that when they advertised no prices were given. It was pointed out that women like to know the prices and that their strong personal liking is for shopping at home and not for buying by mail. As a result of the meeting a committee has been appointed to investigate the situation and make a report later. This meeting is one of the first of the kind ever held in the Province. It is significant, especially from the retailer's standpoint, as showing what is in people's minds and what course they are likely to take if they do not approve of the home merchant's methods. Putting prices on goods shown in the windows and on goods advertised seems a little thing to many dealers and very unimportant. As a matter of fact it is a most important matter and this was recognized by many of

the leading business houses of the country long ago. One of the greatest features of all departmental store advertising is that they give the prices in large figures. Many firms not only give the figures, but spell the price out also so that there is no possibility of any mistake being made and also to emphasize it in the mind of the prospective buyer. This general policy of putting prices on all goods advertised and shown in the windows is declared by many of the largest firms in the country to be by far the best plan. They extend it in many cases to the goods on display in their stores, which bear plain price marks or tickets. Price is the very first thing the prospective buyer wants to know. A very large percentage of shoppers, especially women from the country, are timid about walking into a store and asking the price. Their fear is based on the idea that if the goods are dearer than they expect they may be forced into taking it. There are many people, many of them too, who would like to know the price and would probably buy, but do not like to go into a store and ask about goods and then come out without buying. The merchant who does not show prices of the goods in his windows is undoubtedly losing every day a percentage of sales he might easily make. Those who have investigated the situation state that the tendency almost invariably is for people to think that goods which bear no price mark are much higher than they really are. It is a simple thing and good business to let them know exactly what the price is.

Maple Sugar Production in Quebec

Of the 55,000 Maple Sugar and Syrup Farmers in Canada, Quebec Claims Biggest Share
—Millions of Trees to Yield Millions of Dollars' Worth of This Excellent
Natural Product—Grocer Can Sell More if High Standard Demanded

CANADA has the basis of many millions of revenue from the development of her Maple Sugar and Syrup Industry. For this reason it ought more fully and more completely to be developed. To this end effort has already been directed by the federal Government through its Department of Agriculture. And individual and collective effort by well-wishers who are actively engaged to promote the industry has also done much. But, alas, there is still immense opportunity for growth, and which will continue to be lacking if energetic effort is not made to increase the output and fill a demand which has usually been unsatisfied from year to year. And, while there has been great need for a development of resources that are purely and peculiarly Canadian in the past, we have now entered upon a period of RECONSTRUCTION that must necessarily demand a combination of thrift and production, quite unknown and quite unexercised heretofore.

Quebec Has Been Leader

Particularly blessed with maple groves in larger measure than any individual province of the Canadian Confederation, it is but natural that Quebec has been a leader in maple sugar and maple syrup production. But, according to reliable authorities, she has not begun to tap her trees thoroughly and to thus secure the wealth they hold each returning season.

35,000 Producers of Maple Products.

"There are 35,000 producers of maple sugar in the Province of Quebec," says one authority. That is a very large percentage of the 55,000 in the whole of Canada, and still many authorities tell us that there is any but a complete encompassing of the industry in this Province. Here and there a very enthusiastic maple orchard farmer is found but it would seem from the most reliable of sources that tree-tapping, and therefore maple production, is undertaken in quite a half-hearted manner. In substantiation of this it was pointed out by a recent speaker at the last annual meeting of one of Quebec's Sugar Producing Associations that, while Canada produced in 1916, 19,600,000 pounds of maple sugar, the annual output should be 110,000 pounds. This estimate was based on data that have been collected from all points as to the number of trees which might be tapped.

Said another.—"Each well-equipped sugar maker averages 400 pounds of maple product a year. By more careful firing and sugaring processes he might easily double his output. Maple sugar and syrup makers of Canada can have \$8,800,000 instead of \$1,500,000

their production fetches under present conditions." This was, of course, figured on a basis of ten cents per pound, what has been a low average price for many months past, and more applicable to two or three years ago. For, although an abnormal price, the wholesale figure paid for maple sugar during the past year has been nearer 25c per pound, on the average, for best grades.

Individual Yields—Export

The monetary value of maple sugar and syrup was greater last year, perhaps, than ever it has been in all its history. This was largely the result of a high price, which, in turn, was caused by a scarcity of sugars generally.

The value of sap per tree varies greatly, according to season, method of tapping, care with which the run is looked after, etc. Some average yields have been noted and one authority stated to CANADIAN GROCER that an average estimate for Quebec on 1,000 trees would be \$275 in value. This would be from a fair run of sap in an average season, where the trees were well looked after, and the estimate is made at a fair average price for the normal season. Following this point, one producer secured \$200 from 1,000 trees; another \$300, another \$150 from 500 trees. Much depends upon the farmer and also upon the trees themselves, a maple being tapable at an age of 25 years.

While figures for the past season are not available, the exportable surplus of maple sugar from Quebec was very large in 1918. Much of this went to France. One maker shipped half a million pounds on his own account and there may have been from 250,000 lbs. to 500,000 pounds more shipped. And, of course there is a great deal of sugar shipped to England. It is popular there as a luxury, and what is most important is that a high standard of quality be maintained. Price is really a secondary matter.

Where Grocer Comes In

Out of the large quantities made, there are several principal sources of consumption. Much sugar is made each year that never reaches market,—it is held on the farm and used there by its maker and his family. But a large tonnage of sugar passes out to market, quite largely through the wholesaler or jobber and then from the retailer to the consumer.

Most grocers in all parts of Canada sell more or less maple sugar and some syrup. With many it is a line that is sold for the most part "in season." That is to say, it is sold in the height of the producing season and immediately following. But there are grocers with whom the sale of these lines is a very import-

ant item most of the year. One grocer stated to CANADIAN GROCER that he made shipments to all parts of Canada and some to India and China. This firm was located, of course, in the heart of one of the best maple districts in the Province of Quebec. This wider trade than that obtaining in his own immediate neighborhood had been built up gradually, but on a firm basis. The quality was maintained on a high standard, and this is just the point which seemingly must determine the success or failure of other grocers who would sell syrup and sugar on a profitable and on an increasing basis.

"If we want quality in maple syrup we must educate the producer. Trees afford a harvest without priming, and very often because of this fact that there is no investment necessary, the farmer per cent. production in this province that goes to the consumer, I would estimate that the retail trade does not handle more than ten per cent."

Can Grocer Correct This?

Naturally, CANADIAN GROCER was much interested in the estimate just mentioned. If the grocer is handling so small a proportion of the 50 per cent. sugar and syrup that goes to outside consumers, (the other 50 per cent. being estimated as used by the farmers), is there no way of improving matters that he may handle more with profit to himself, and benefit to the industry?

The lack seems, very largely, to be one of varying quality. The writer was shown a can of maple syrup that had been sealed several years ago. It had purposely been placed near a window where there were varying temperatures, sunshine, etc. It was perfectly sound. The owner said its contents were perfectly wholesome and fresh. "Examine that can," said he. "You will observe how the sides of the tin are sound and the can is filled. It is air tight and has been carefully put up."

And therein lies one of the big secrets. The syrup must not only be uniform as possible, but it must also be well put up. Because these matters have not been given careful and close attention, the grocer will not buy heavily nor will he take a chance on this product as he would were these problems corrected. Education of the producer is essential, and then will come a real and a profitable harvest for the grocer. With a development of this natural industry on the basis outlined, Canada will have placed one of her natural and profitable industries in the position of shouldering at least a share of the big repayment interest occasioned by her huge war debts.

After-the-War Problems

One of the Important Addresses Delivered at the Recent Saskatchewan Convention of the R.M.A. by Frank Stockdale, the Noted Advertising Expert

"ALL the problems of retail merchandising are soon to be after-the-war problems, but these do not commence yet. These problems are going to come about when reconstruction comes, but they are going to begin.

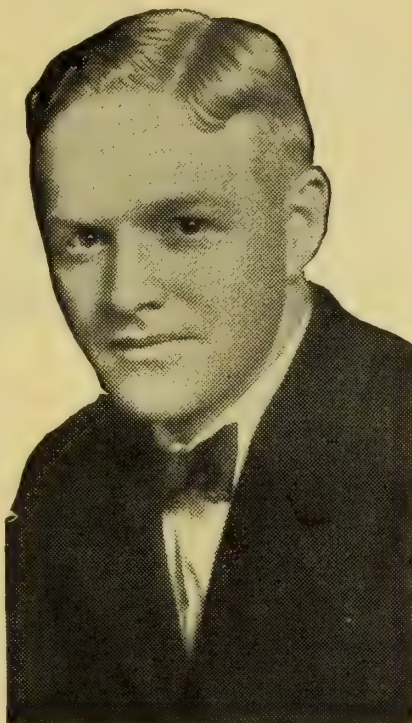
"Back in your home town there are a number of retailers who have an idea that the only way to learn this business is through experience. In an Ontario town someone handed me an enquiry along this line: 'Which is more important in business, theory or experience?'

"I ask you, which is more important, the blackboard or the chalk? We have to have some theorists. Theory has a different meaning for each individual. To lots of people anything they have not used in their business is theory. A lot of retail merchants shut themselves in or they try to shut the other fellow out, but they are imprisoned to that extent. Some think they can shut competition out, but when you do this you may as well call in the gravedigger. All we want is fair treatment. When a man asks for more than that you have to grant it to the other fellow as well. There are two types of merchants. One throws open the door and goes out after things. Japan went to all the countries of the world and investigated, and adopted the best ideas and methods which she could find. To-day Japan is a first-rate power, while China is a third-rate power. Japan has profited by the experience of others.

"The science of arithmetic has come up through the ages of experience, yet while many public accountants do not know much about the important question of percentages, many retailers will dive into this involved matter without forethought. There is much truth in the saying, 'Fools rush in where angels fear to tread.'

"These conventions are great idea markets. The trouble is that we take only the ideas that we recognize as our own. You have a hazy idea about a lot of things but not a definite one. You have a lot of wobbly ideas and you are not really sure of them. When you have them strengthened you feel like building on them and putting a real roof on the construction. You come to conventions to get your wires connected. Many merchants have their wires crossed.

"After-the-war prices may be one of the after-the-war problems. This phase of the matter has been in our minds for some time, owing to a changing market, but I will not say what prices are going to be. The opinion of some long-headed merchants is that now the armistice has been signed, the war is over, and yet we find prices in some lines increasing. There is apt to be a sense of false security. For a while



FRANK STOCKDALE.

The noted merchandizing expert whose addresses were among the feature events of the Regina Convention.

the tendency was to hold back for a decline in price. Other merchants think that as prices have not dropped since the armistice was signed that prices are not going to drop. There are not many people who think that prices are going back to 1914 standards. There are at least two big reasons for this. One is that the price tendency for years has been upward. The reason for this tendency is still at work and the last five years would represent a substantial increase. If wages stay up, prices must stay up. Labor says wages will stay up. But the retail merchant who gives too much attention to prices now is going to be left. The decline from present levels will be very gradual.

"We have had some fictitious values in merchandising, and this is going to be squeezed out for a while. Retailers are responsible in some part for the high prices. An actual shortage combined with the fact that stockrooms have been stored with goods, creates an artificial price.

"Stores show the things the retailer is most proud of. I saw the stockroom of a certain store recently. The retailer pointed to certain goods selling now at \$1, which he bought early and could sell profitably at 50c. There retailers proudly point out their 'good buys,' but it is a fact that the poorest buyers have won the biggest stakes under recent conditions. On an up market the retailer makes most who sells out before the

market drops. Inefficiency has been patting itself on the back, and if some of you have been doing this you should do something radical."

Mr. Stockdale at this point referred to a recent visit to another store wherein he found the stock to be very low, and ragged. The merchant had been buying bankrupt stocks.

"There are not many bankruptcies lately," said Mr. Stockdale. "This merchant was placing his bet that the bankruptcies were only postponed. There are lots of bankruptcies in this country which have been postponed. As soon as the market begins to level off there will be a great many changes in business. People are looking for a world readjustment. As long as the market was creeping up there was coming in an extra profit to take care of any possible loss, and a lot of merchants have eaten up that profit. An increase in dollars of sales is no good, but an increase in volume of business transacted is required.

"If 90 per cent. to 95 per cent. of the merchandise is bought at a certain price and then the price jumps and only about 5 per cent. of the merchandise changes hands in a season at that price, I claim it is more or less of a fictitious price."

At this point Mr. Stockdale spoke of another retailer who had increased his sales recently from \$60,000 to \$80,000 per year. He had been making a net profit of about \$3,000 recently while in 1917 he made a net profit of \$8,000. He had recently been selling close to the real market and not a fictitious market.

"The extra \$5,000 which this merchant made in net profit in 1917 is a fund he holds in trust owing to a changing market. He will lose when the market declines and it may take \$500 one year and \$1,000 another year to balance things up. Merchants should keep money from such a source as this to take care of down market losses.

"Many men who can run a retail store well, do not know how to look after money when they get it. If a merchant has a particularly good season he should put the extra money into a reserve fund. At all times if you have not money for a reserve fund there has been something wrong with your business and you should straighten it out."

Hereupon a problem of buying, for wartime and after, was outlined by Mr. Stockdale.

He cited two cases. In one the average stock on one annual turnover was \$400, whereas in the other store with a turnover four times a year, the average stock at each turn was \$100 during the year. Sales amounted to \$600 with a profit margin of 33 1-3 per cent.

Mr. Stockdale explained that margin

was an opportunity for profit and also an opportunity for loss.

"The sales in the foregoing case were \$600, but the sales at stock were \$400 in the case of the single turnover. In the second instance the sales were \$600, but sales were \$400 at cost where there are four turnovers to the year.

"The quintessence of merchandising is to carry as many of the \$100 lines as possible, and to be careful on the other lines which run a high average stock, and only turn once or so in the year."

Speaking further regarding this illustration Mr. Stockdale pointed out that if prices dropped 10 per cent. the first merchant would lose \$40 by carrying an average stock of \$400 on one turnover during the year, while the second merchant would lose only \$10 because he carries lines which turn four times a year at an average value of \$100.

"Carry more lines in quick turning merchandise. The losses will be on the slow turning lines," said Mr. Stockdale.

In regard to the matter of deciding which are slow turning lines, Mr. Stockdale stated that the man who knows how to buy goods for quick turnover will win, and that the best way to tell is to have records. Each merchant should have a good stock-taking system.

"Merchants spend their money taking care of their money, but they do not give the same attention to their merchandise which represents the investment of their money. It is much more important to look out for the cash in your merchandise, and sooner or later I hope we will all have stock records in our stores for this purpose.

"One merchant says he buys goods for 60 cents and sells for \$1. and thinks he is getting a long profit. The successful retailer is one who gets the best profits, not the best margin. The jeweler gets a long margin on goods sold, but his turnover is very small. Margin does not tell what profits you have. You must know the cost of carrying and selling an article before you know what your profit is. It costs a lot to handle and sell long margin goods."

At this point Mr. Stockdale quoted the following definition for turnover: "Turnover answers the question, 'How long does the merchandise stay?'"

A rule for figuring turnover was outlined as follows: "Divide the sales by the average stock carried at the selling price."

A question as to whether margin should be figured on the sales price or on the cost price, and why, was answered by Mr. Stockdale as follows:

"It should be figured on the selling price because it takes an expert to do it any other way. The average retailer cannot do this because in getting his cost of doing business—say 25 per cent.—he gets the figures by dividing his sales into his own expenses. Therefore having got the percentage you say the cost of doing business is 25 per cent. of the sales. Then add 10 per cent. for profit and figure on cost price and you haven't anything.

"The percentage of an apple cannot be

compared with the percentage of an egg. Twenty-five per cent. of a big apple is not equal to 25 per cent. of a small apple.

"What does more harm than anything is the manufacturer who tells you you are making 25 per cent. on his goods, whereas you are only making 20 per cent."

A rule for figuring margin was as follows: "Subtract margin from 100 per cent. and then divide it by the cost."

This point was illustrated as follows: \$2.40 is the cost of certain merchandise. It was required to mark the goods to give a margin of 27 per cent. Subtracting 27 per cent. from 100 per cent. it leaves 73 per cent. to be divided into \$2.40, giving \$3.28 as selling price.

Question: Is it proper to keep stock at the selling price or at the cost price?

Answer: Ninety-five per cent. of retailers keep it at the cost price, but the department stores are keeping stock at the selling price. It is easier to take stock at the selling price and it works all right as far as turnover is concerned. It is best to keep stock at the selling price, but unless the margin is uniform you cannot keep your stock at selling price and get back to cost when necessary.

Question: Would it not be necessary to keep stock records of each department in order to keep stock at selling price?

Answer: For the purposes of merchandising the department store says that stock at selling price is best. For purposes of financial statements of the business and for insurance you could not have stock at selling price. The department stores have this because they merchandise, and the average retailer doesn't know what that means.

Question: A merchant gets an invoice of mixed goods. Freight and handling expenses amount to a certain sum. In figuring profits he has to start with the laid-down cost in the store.

Mr. Stockdale figured out a test case as follows in establishing the laid-down cost of the various articles in a mixed consignment as outlined. The invoice of goods was for \$200; cartage and other expenses were \$20; laid-down cost was \$220 for the shipment of various articles. Taking among the consignment to be 10 bags of rolled oats at \$10, the cost of which is \$100, the cost of cartage, etc., of \$10 was added, making a total of \$110. The cost of doing business in the previous year was 25 per cent.; adding 10 per cent. to cover profit, making a total of 35 per cent., this was subtracted from 100 per cent., leaving 65 per cent. to be divided into the laid-down cost of \$110, giving selling price of \$170 in this case.

Question: How much should a retailer make on groceries at present?

Answer: If he makes 3 per cent. net on groceries he is receiving a good return if his stock is turning an average of 10 to 12 times a year."

CONVENTION BRIEFS

It did not take long for J. J. Polson, late first vice-president of the Saskatchewan R.M.A., to show his musical

capabilities, and, in company with the late president, H. D. MacPherson, prove their ability to stir up enthusiasm by drawing forth song from the assembled delegates.

"How I hate to get up in the morning," was the title of the introductory song of the convention, and it was noted that J. A. Banfield, the Dominion president, led J. J. Polson a close run for the honors of greatest volume.

H. D. MacPherson proved he could do something else besides run a men's furnishing business and a retail merchants' meeting, when he assumed the role of musical and athletic director.

Judging by the groans made by the delegates when called upon to go through a few simple exercises after sitting for an hour in session, the hotel must have sounded like a zoological garden in the early hours. No wonder they all joined heartily in the singing of the song, "How I hate to get up, etc."

Every prosperous looking retailer in the audience raised his hand when Mr. Stockdale called for a showing of retailers who were regular readers of a trade paper.

Are YOU a reader of a trade paper?

One retailer asked Mr. Stockdale what the margin of net profit should be on groceries. "As much as you can get under present conditions," was the reply.

Mr. Stockdale says the merchants who come to conventions are the progressive ones, and those who want to know more about their business. These are the kind who also read trade papers.

Do you go to conventions?

A by-law is being prepared by Regina providing for the compulsory closing of stores at 6.30 p.m. all the year. This is to take effect on June 1. Regina claims to be the first city in Canada to have such a law.

As usual the convention went on record in opposition to the liquor traffic. It has not made much difference in the past year or two, but this legislation is of more importance when the present ray of hope is coming over the horizon.

Professor W. W. Swanson, Professor of Economics in Saskatchewan University, delivered a very able address on "Thrift."

"Buying from a Hebrew and selling to a Scotchman" is Mr. Stockdale's opinion of efficiency in retail merchandising.

"Buy in cold blood and sell with enthusiasm," is a splendid maxim.

A delegate visiting the convention declared that he personally himself, single-handed, swallowed three-fourths of the townsite of Saskatoon. The wind was blowing.

Much to the disgust of S. McMicken, the delegates were called upon two or three times a day to stretch their legs and incidentally shake the dust from their brains.

"Smugosity" is a new one on us. Mr. Stockdale coined it to represent the attitude of the average community.



Scenes in Regina where the recent Convention of the Saskatchewan Branch of the R.M.A. was held.

LESSONS FROM THE WEST

AT the present time the eyes of the Retail Merchants of Canada are turned toward the West. Out in that country west of the Great Lakes the organized retail merchants are becoming a strong factor. The convention that has recently closed at Regina, at which were represented the merchants from all parts of Saskatchewan and outside points as well, is but an indication of what may be expected at the Manitoba Convention to be held in Brandon within less than a month's time. The merchants of all those provinces, clear through to the Pacific, are exerting themselves to become better merchants, to keep pace in every way with the marvelous developments of that great country.

At the present time the West is faced with serious problems. There are strikes and rumors of strikes in the air. Serious as these conditions may be, they are still indicative of real growth, a growth into a larger viewpoint that must ultimately come to Capital and Labor alike.

But these are only passing phases that will be forgotten before long. All the time the country is prospering.

Her fabulous wealth, as represented by her endless wheat fields, not only means money for the conduct of industry, but means food for a hungry world. Her mines and forests and fisheries are hardly surpassed throughout the world. It is a big country with big ideas and ideals, and its merchants are measuring up to their opportunities. Their activities are well worth watching.



Here's quality every new housewife will approve

June Brides will soon be taking up their housekeeping duties. To many of them the question of what groceries to buy is a difficult problem. And in a majority of cases they will rely absolutely on the dealer's recommendation.

Right here is where you can win the confidence of the new housewife by recommending—

NO-VARY Quality Groceries

She'll need no urging to continue using them after a trial. And the satisfaction she'll experience will serve to confine her trade to your store in the future.



No-Vary Products Co., Limited

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Quality Canadian Stoneware

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With or without covers

Made in the most modern and up-to-date plant of its size on the continent. Made by Canadian workmen from Canadian clay. Made to meet the housewife's requirements for clean, sanitary stoneware.

Crocks are splendid pantry containers for bread, flour, sugar, meat, etc. Your customers require them now to pack eggs for winter use.

All Medalta Stoneware guaranteed to be acid-proof.

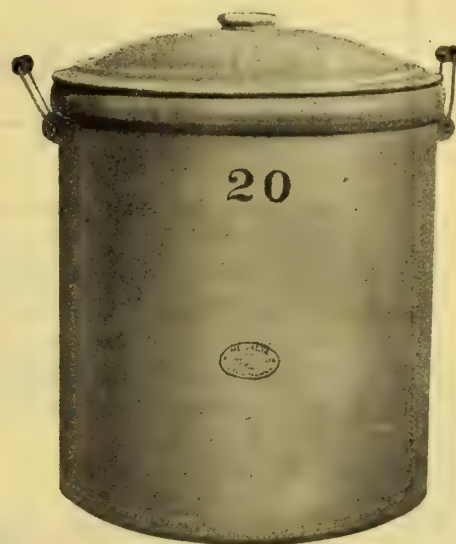
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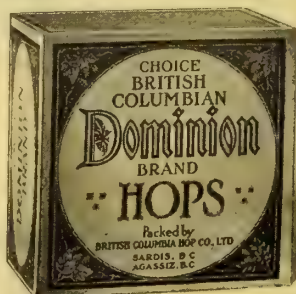
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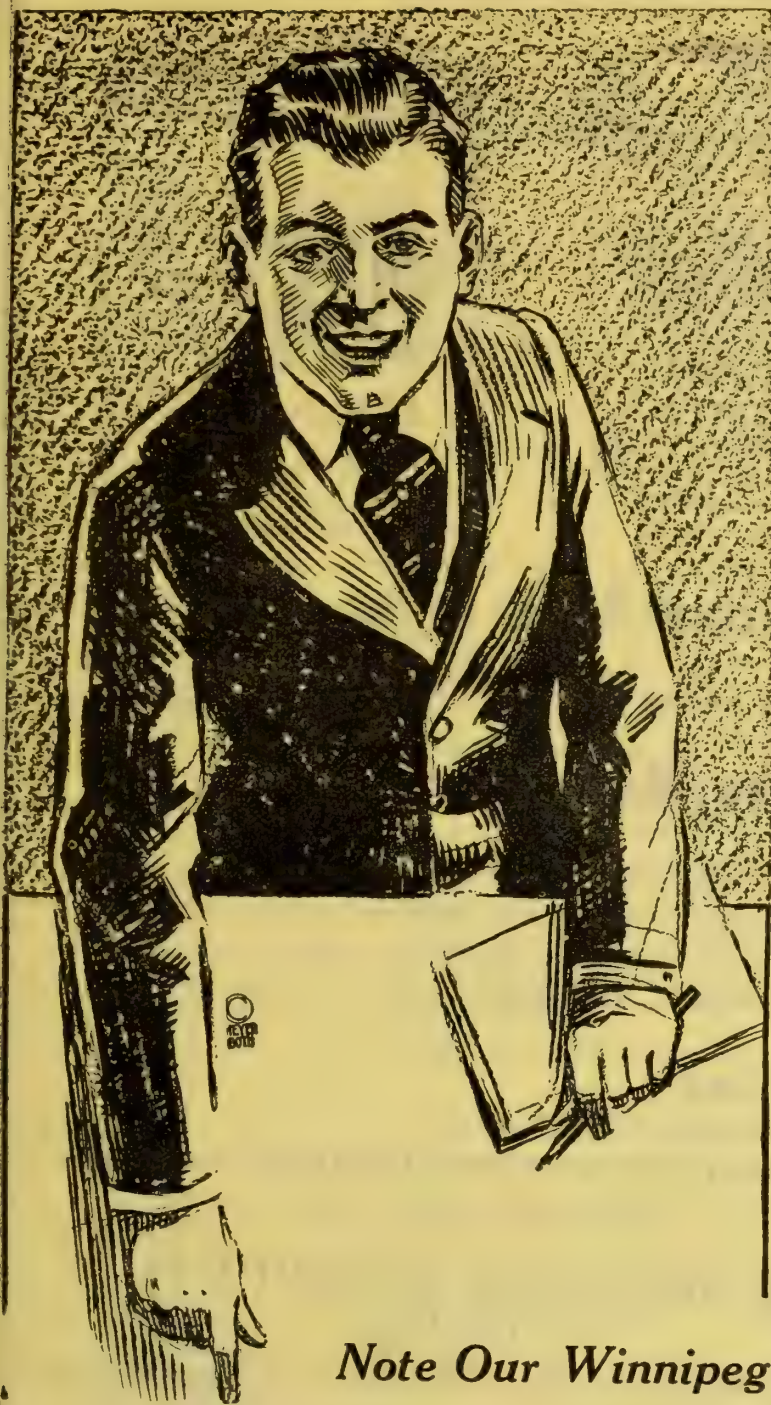
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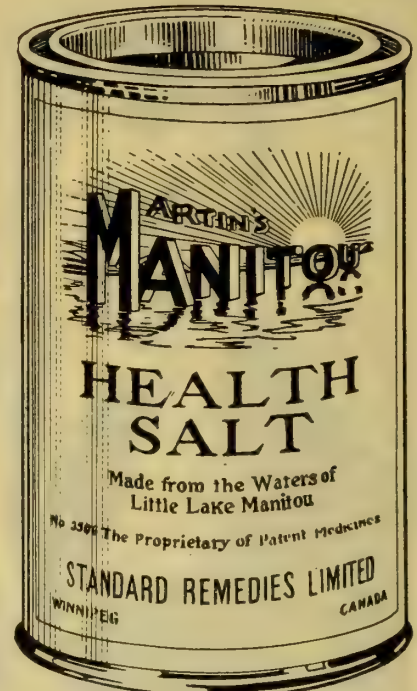
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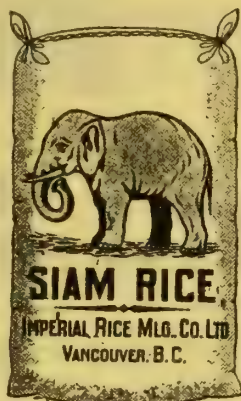
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In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.

VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS

Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

WE CAN HANDLE A FEW MORE GOOD LINES

May we include yours among the quality products we are now successfully representing in this field? Particulars from

J. L. TORRY & CO.
Importers and Exporters VANCOUVER

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line.

Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian
and Oriental Produce
SALMON BROKERS

DOMINION BLDG. VANCOUVER

SAY YOU SAW IT IN
CANADIAN GROCER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

Interested in the B.C. Market?

We can place one or two good Specialty lines.
Our firm has back of it a 15 years' success reputation.
We have a staff of aggressive salesmen and first-class storage and warehousing facilities.
Write us if you want real representation.

Little Bros. Ltd.
VANCOUVER

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.



FISH PASTE
in 4 oz.
GLASS JARS

Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

BLOATER
ANCHOVY
SARDINE
SALMON



This Paper Will Interest Your Clerk---Let Him Read It.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**Wholesale Grocery Brokers
Commission Merchants**410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents
810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton**Joseph E. Huxley & Co.**Wholesale Grocery Commission Agents
WINNIPEG CANADA**Macdonald & Adams Co.**Brokers and Manufacturers Agents
Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg**The McLay Brokerage Co.**Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account
WinnipegSee Page 98 of this Issue,
it will interest you. It has
helped others, it may help
you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Calgary, Alta.
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service

Reliability

Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents 149 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding

Prompt Service

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN

Free and Bonded Storage
5 floors—60,000 sq. feet.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

EL ROI-TAN PERFECT CIGAR



Snowflake
THE FULL STRENGTH
Ammonia

Cuts grease
with less rubbing
Softens water

10 cts.

Lawrason's
Snowflake
Ammonia
Saves 90 Per Cent Soap
S. F. Lawrason
LONDON, ONT.



Snowflake
THE FULL STRENGTH
Ammonia

CUTS GREASE
SOFTENS WATER
SAVES SOAP

Lawrason's
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and
Disinfecting Purposes
S. F. Lawrason & Co.
LONDON, ONT.



Snowflake
THE FULL STRENGTH
Ammonia

Cuts grease - Saves Soap

A spoonful of Snowflake Ammonia softens a whole pan of dish water, dissolves the grease from the dishes—and saves its cost in soap.

Use it in kitchen, bath-room, laundry.

Lawrason's
Snowflake
Ammonia
Saves 90 Per Cent Soap
For Household and
Disinfecting Purposes
S. F. Lawrason & Co.
LONDON, ONT.

Don't Ammonia Go

THE market has been flooded with cheap
powders.

Lacking the quality which
up at low cost.

On the face, they look as good as gold, but
is not a chemist. He can't tell the difference between
many a grocer has made the mistake of buying
powders, with the inevitable result.

His customers have stopped buying. Now Snowflake can stand real competition.
We would like to see every brand of low grade
high grade powder.

But the low grade stuff is not only cheap, it is
It is absolutely killing trade in all other brands.
If you want to hold your ammonia business, buy
any of the cleaning powders or soaps, or soft
strength powder.

You can't go wrong on Snowflake. You can't
know it through our advertising, but you can
maintained.

If there is any doubt in your mind, try it. You will
ammonia powders—

TRY THEM

Make two pyramids side by side, one of
the other of any other brand. Satisfy yourself that Snowflake is
Satisfy yourself that Snowflake is the best. Use it to protect and build up your
use it to protect and build up your business.

Order Through

S. F. LAWRASON

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with poor quality ammonia

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PERIMENT

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our Wholesaler

N & CO., LONDON
ONT.



Use Telephone to Develop Drink Sales

Rapid Turnover Possible if Grocer Uses Power of Suggestion—When Days Are Sultry Think of Your Customers and Your Money Box—What Some Retailers Have Done

WITH the mercury hovering around the century mark in the sultry weeks immediately ahead, there will be days in the grocery store when some of the merchandise which is perfectly good and wholesome will just repose there until cooler breezes blow. This is why the aggressive and resourceful fellow keeps the wheels turning by pushing other lines of seasonable goods, and, among these, there is none which can be more aggressively brought to the fore than that of soft drinks. To that extent to which the line is pushed, in just measure will it probably affect the yield of your cash register. And, in these days immediately preceding the advent of Canada's sultry months, it is but natural that one should consider, "Can I increase my sales of this line in 1919?"

Want Some Thirst Quencher

Soft drink sales, by the grocer at least, must needs be made over the telephone, for the most part at least. It is left to the corner restaurant to cater to that pedestrian trade that the grocer could not possibly serve, and which would probably not pay him, in any case, unless, indeed, he instal a cool, cheerful department for serving ices and refreshing drinks, in competition with the factor just spoken of.

Wearving as it does become sometimes, the telephone is the grocer's best friend. Speaking with Wm. Pye, a Montreal grocer, a few days ago, the writer was told that when his present business was taken over some twelve months ago, his telephone was of little value to him—that he could really have done without it. But it is a different story to-day, and fully half the orders

taken by the store, and probably more, are secured in this way. "I am strong on the telephone," said Mr. Pye.

Many folks look after their supplies of ginger ale, lemon soda, cream soda, grape juice, etc. But some use it to a very limited extent, and it is these latter folk that may be reached by telephone, and reached better in this way, at the right moment, than in any other way. Better than on any other occasion, the suggestion to send up a case of ginger ale, etc., may be made when the housewife is giving her order in the early morning. Even though the day may be not hot, the suggestion may be made at any time now, and with probable good results. Advice to buy in case lots would doubtless be appreciated, since it is sometimes possible to sell at a slightly reduced rate, when two dozen are taken. A big argument here would be that of advising the customer to buy to-day, so that there will be no disappointment to-morrow or the next day, and which may be oppressively hot. The drinks will keep, and the required investment is a small one.

The Container Problem

Thos. L. Muir, of 4451 St. Catherine St., Westmount, used an excellent little idea to make plain to his customers how very necessary it was that all containers be charged for at the time of the sale. It is unfair that the grocer should have to entail loss through the carelessness of his trade in leaving bottles out where they are likely to be stolen, etc., and there is nothing but fairness in the contention that the dealer should have a deposit in lieu of the bottles he has already been billed with by the manufacturer. And so Mr. Muir, realizing that this matter should have close study, evolved the idea of issuing a small notice to all customers, pointing out the facts, and, in this way, taking the customers into his confidence. Following this a schedule of the charges per dozen for bottles and syphons, was given, and these little slips were distributed to customers. To further put the customer at ease, this little sentence at the end served a good purpose: "Bottles are never sold by us. They cannot be traded in—are sent out on a deposit basis only."

Of course, the customer could, or should, have no objection to this plan, for it is clearly set forth that the driver will issue a credit note for whatever empties he receives. If the customer has broken or lost any he should be ready to make good for them—the dealer cannot afford to take this risk.

E. J. Quinn, a large Westmount grocer, has had difficulty with the container problem. Some customers have been most careless, and the help engaged by

some of the store's well-to-do customers have been serious offenders. "A syphon is worth 50c," said Mr. Quinn, "and the domestic is glad to turn this to good account sometimes."

Mongeau & Frere, St. James Street, West, Montreal, have followed the plan of charging containers right into the bill at the time of sale. One of these bills was produced for inspection of the writer. The bottles were charged in, the same as any item on the charge slip. When the driver calls, if he is bringing containers away, he leaves a credit slip for them. "It is the only way," said this firm.

Sell In Case Lots

Mr. Muir stated that he always tried to persuade his customers to buy in quantity, that is in case lots. "A dozen bottles of soft drinks we sell for 70c, while we sell the case of two dozen for \$1.35. This means a saving of 5c per case to the customer, and in many instances we are able to sell the double quantity," said Mr. Muir.

With this firm, ginger ale is a big seller, lemon and cream soda selling fairly well, and a few odd lines besides, including cider. The business in these goods, Mr. Muir thinks, is capable of being considerably developed. He relies largely upon the power of suggestion,

When You're Hot and Thirsty

When Old Sol starts shooting his heat waves at you, "put one over" him by opening up a nice, cool bottle of the excellent temperance beverages we carry. Such thirst-chasers as

[Names of
Soft Drinks
Here]

will take the worry out of the hottest day and restore your flagging energy.

We can deliver a few bottles or a case of any of the above to your home to-day. Call us up now while you think of it. We'll make quick delivery.

John Brown & Son

Treat Yourself To-day

Satisfy your thirst and restore your energy with the sparkling, cooling beverages listed below. Drop in when down town or 'phone your order and we'll deliver any quantity of any line you desire.

We carry a full line of Grape Juice, Ginger Beer, Non-intoxicating Ale, Lager and Stout, etc.

The Store for Service

John Brown & Son

and particularly when using the telephone. Just as easy to say, when the housewife has suggested a dozen order of ginger ale, "May we not send a case, madam?—it is really a saving to buy in this way."

Mr. Muir pointed out that frequently in the hot weather he had to send his rig to the wholesaler for supplies. The latter made two deliveries per week if necessary, but sales were much better some weeks, and the only thing to do was to procure supplies without delay. When the air is hot and dry, and the throat thirsty, then indeed is the grocer's opportunity. A good stock in the cellar, and the telephone at hand, sales are possible in increased volume. It is really the time to make the phone work overtime.

Advertising—Displays

Soft drinks are a line that can be mentioned with profit in the store advertising. Copy should be brief and suggestive. "When those hot, sultry, sweat-producing days arrive, are you prepared to make yourself comfortable with a cooling, refreshing beverage? Our supplies of soft drinks are here for you. Inexpensive and handy, they will be at your door within half an hour if you phone

number —. Why not lift the receiver now and order?" Such as the foregoing would be attractively set out if placed next the news items of the daily, semi-weekly, or weekly paper. Leave some white space around the little announcement, and then, when you have done your part, listen to the telephone ring.

It is not often that one sees a display of soft drinks in the store, and less often do they appear in the store window. A good display from time to time would doubtless be an excellent stimulant to the sale of these. It would have the advantage of suggestion. But a limited amount of the stock need be used and the showing could be quite as effectively made.

Perhaps one of the clerks will be able to use a brush and colors sufficiently well to sketch a little background on beaver board. This would be in the nature of a summer resort scene, and a picnic party enjoying the afternoon at lunch. The figures might be made quite roughly, and a case of the line of soft drinks carried should be placed immediately in front of the background. This case could be covered with some cheese cloth or crepe paper, turned up on edge slightly, and a few of the

bottles placed carelessly around near it, or in front.

About the window, picnic goods could be neatly or even carelessly placed, and a few cut flowers, palms or potted plants would be effective. Then, getting the lettering brush and some white cardboard, make some neat signs, and one of the largest of which would direct attention to the beverages carried. A little ingenuity will suggest plans that will suit the local conditions well. The idea, all through, will be that of connecting the advertising and display features. Success should attend the effort, and sales ought to be greatly stimulated by carrying out this plan.

Just before, or during the picnicking season, a window might be made the more realistic by introducing some birch logs, a grass floor, an old wooden pump at one end, and a general rustic design worked out, borrowing one or two wax figures from the dry goods store and dressing these in white duck outing uniform. With this plan a very few goods would be used, the seasonable idea would be the selling argument and a very few bottles of soft drinks, and a few tins of potted meats, etc., would serve the purpose well. Why not try it out?

Beverages a Factor in Summer Trade

An All-Year Business With a Special Summer Appeal—Merchants Who Have Found the Sale of Beverages a Very Substantial Element in Business

SELLING beverages in the summer months is fast becoming one of the big features in the summer grocery trade. More than ever, this business is being largely taken up by grocers, and is not alone confined to the ice cream counter, the confectionery, or the drug store. Proof of this assertion was amply made in a recent visit of a CANADIAN GROCER representative to that part of Toronto comprising Kew Beach and Balmy Beach. No doubt what is true of this district, is typical of other parts of the country as well. While this is a suburb of largely winter residents, it is also a well-known colony for campers and sojourners for the summer months, and this fact renders the sale of soft drinks decidedly more active than it otherwise would be. But where grocers here benefit as a result of the summer camper in their midst, many another merchant could avail himself of opportunities that are presented in an entirely different way. For instance, there is the passing automobile, with its thirsty passengers, whose attention may be attracted to the store by the announcement in the window that "soft drinks are sold here," an attention that is more than likely to result in business in this line. The one best way to sell these goods, unquestionably is to keep them well displayed, in such a place in the store, that they are bound to attract the attention of the customer. Many groc-

ers asserted that the sale of beverages has ceased to be a summer business, especially since the advent of prohibition, and orders for soft drinks are very often with the regular list of staple commodities. There is quite a demand for light beer, and grocers find their customers buying the same in case lots. In this way quite a trade has been established in light beer and ginger ale, the year round.

Proximity to Parks an Advantage

Proximity to a park or summer place is an added advantage to the grocer who handles soft drinks. Picnic parties are big customers, and if the weather is at all favorable for such outings, the grocer looks for a lively trade from such a source. Such has been the experience of W. J. Snell, 2165 Queen Street East, Toronto. His store practically fronting on a popular park, has been a convenient

place for picnickers, and because of this fact, he has developed a very extensive trade. But Mr. Snell is a merchant who has built up a big business in soft drinks, the year round. He told the CANADIAN GROCER that he always kept his stock well in evidence in the front shop, readily attracting the attention of the customer. "Then usually as the hot weather comes on," he said, "I fill one of the windows with the various lines I carry, and for a day or so, announce reduced prices in these goods. I have proved this a very effective manner in increasing sales, and in getting the public coming to my store for beverages. Light beers sell well, and ginger ale too has a very active demand, while the different brands of orangeade, lemonade and lime juice, in the store are all brisk sellers."

Young Men Create Demand

Another dealer on Queen Street, East, who has been in business there since shortly before the war, is looking for a big summer in the soft drink trade, should the weather be at all hot. The reason advanced for the increased activity this coming summer is contributed to the absence of war conditions. "Before the war," he states, "we did a very thriving trade with camps of young men who spent their summers at the Beach, but most of these boys went to the front; of course we lost this trade





Interior of one of the W. H. Stone stores, Winnipeg, showing an effective counter display featuring beverages.

during the war, but expect to get it back this year, or at least part of it, now that so many have returned. These campers are good customers, not only in the line of soft drinks but also for general grocery supplies. The soft drinks sell well in the evenings, particularly on such occasions as when parties of young people are gathered for a bonfire or other camping pleasures."

Some merchants claimed that this business was very often an evening trade, but others were of the opinion that it would make very little difference as far as their trade was concerned. All were keen for the early closing, and expressed the hope that it would soon be brought into effect.

Take it Home Trade

Mr. Clee, 1862 Queen Street East, told CANADIAN GROCER that his business in beverages, while a very

satisfactory one, was not done to any extent with the housekeepers, who purchase the regular lines of groceries. It is largely a trade with the young people of the neighborhood, who, on their way home in the evening, drop into the store for a bottle of grape juice, or some other such drink. Light beer has also been a good seller, since prohibition came into effect.

The stores referred to are all located on Queen Street East, Toronto, a road much travelled by automobile parties, a road leading to several summer colonies and amusement resorts. This situation, and there are many variations of the situation presents unrivalled opportunities for real live business. It is comparatively easy to engage the attention of the passerby; a good display with attractive cards is a simple enough expedient, but it may do much to help the grocer boost his sales.

in paying particular attention to its development if one is already adopted.

Deposit System on Containers

The proper handling of beverages is very much facilitated by the adoption of the deposit system as applied to containers. Such a system is now in effect between manufacturers and traders in an almost universal way. The reasonableness of it is manifest and should occasion little difficulty in applying it as between the retailer and the householder.

In essence it constitutes the principle of conservation as applied to beverage containers.

War conditions have emphasized the value of standard domestic beverages, and have proven that not only are there certain Canadian firms whose output is satisfactory as to quality, but also that a receptive market awaits first-class Canadian productions at a price which provides trader's profit on a justifiable basis.

On the other hand it is also so that under the stimulus of encouragement Canadian firms of standing are realizing the value of their own legitimate market, and are vigorously getting after the Canadian trade.

No Declines Likely

In view of the uncertainty which always prevails with respect to the early summer heat-wave, it is generally conceded that the wise thing to do is to stock up early and with optimistic anticipations.

In view of the existing prices with

Continued on page 65

Grocer Should Have Better Beverage Trade

Change in Sources of Distribution Owing to Prohibition Movement Should Benefit the Grocer, Who is the Natural Distributing Agency

Written by a large beverage manufacturer for Canadian Grocer

THE manufacturers of aerated beverages anticipate a normal season subject to the usual influences of weather conditions.

The effect of temperance legislation is viewed by many as altogether problematical, in so far as increased demand is concerned. It can hardly be doubted

though, that owing to the closing of many of the usual sources of distribution an increased turnover will accrue to the purveyors of family supplies. This means that the grocer whose purpose it is to keep up to date, and who is alive to opportunity will be wise in inaugurating a beverage department, or

Ice Cream Parlor Builds Business

Fountain Installed in Store Proves Successful Business Builder — Gets Trade That Would Otherwise Pass the Door—A Growing Business in Temperance Beers

"THERE is money to be made in selling ice cream in connection with a grocery store," stated James L. Hewson, Oakville, Ont., "and I might as well be the one to make it, and I certainly expect to have this department going in full swing again this summer."

"There is only one difficulty in this business," Mr. Hewson stated, "and that is the fact that we close in the evening at 7 o'clock. Of course the evening is the great time for such a trade, but I have figured it out, and set the extra profit against the extra comfort of life, and have decided to stick to the early closing."

"Of course that means that I can't build this business into as big an item as it otherwise might be, but to do so anyway would entail a vast amount of oversight, that might be given to the cost of my grocery business."

"While we cannot make a big department of this business we do beyond a doubt make a very nice addition to our regular business without any appreciable increase to our ordinary costs."

"We have had a fountain in the store for some years past, though during the war years we have not always made use of it, owing to the difficulty of securing help and to the fact that there was not the same demand for this kind of service. This year, however, we expect to go into this business again with a will."

Fountain in the Store

The fountain is located right in the grocery store, opposite the serving counter, and the parlor is immediately in the rear and opens into the store. Experience has proven that one girl is able to look after this business, with some little help from the store clerks at certain times. This does not mean much extra expense and it certainly shows a few hundred dollars at the end of the season to justify any little extra work that it may entail, and that is not much, for, as has been stated, Mr. Hewson has not changed his policy of closing the store every evening at 7 o'clock, so there is only the little extra work of Saturday night to set against this profit. But while this is a profitable business in itself, it is not so much the actual profit that it brings but the assistance it gives to the grocery business, that makes it especially worth while. It has introduced a number of people to the store who might not otherwise have been brought under its influence, and as the bulk of the business is done in the afternoon it represents a large proportion of women who are the buyers of the household needs, and who, while enjoying themselves, are all the time under the influence of the store display, and are



therefore better buyers than they otherwise might be.

This has been a big element in helping trade. How big it is, is difficult to say, as it is not one of those things that can be easily reckoned, but the store has felt its effect in better business when this department was in operation.

Then too, there is the passing trade that is drawn to the store by the fact that it does this business.

The store is located on the Hamilton Highway, where there is a constant stream of cars all day long. Now, there is nothing like an ice cream parlor and iced drinks to lure the automobilist in the hot weather. He falls an easy victim to the suggestion, and having entered the store, becomes a buyer of candies and fruits, and a number of other lines on which the store lays particular emphasis. This is a pickup trade that is so much gain to the store. It is over and above the regular business done by the store, and represents just so much clear profit.

Soft Drink Trade Booming

While emphasis is laid on the ice cream parlor sales, the sale of soft drinks is another important factor with the store, so much so that Mr. Hewson is already laying in reserve supplies to assure himself against the possibility of finding difficulty in securing these

lines later. He has developed a good trade in dozen and case lots, not only with the regular town customers, but with the hundreds of visitors who find a home there during the summer months.

This business represents a real profit, with no write off against it. In the good old days, before the war made us careful, the empty bottles were usually purloined by the youth of the family, who used them as marks to try their skill at stone throwing. The grocer, of course, was the man who bore the loss. Those happy days are past for the boys, however. The bottles are now charged for, and the case also. If they are not returned the onus lies where it belongs, on the customer, and it is the customer who loses. When they are returned the customer is rebated. With this system the possibility of loss in this business is reduced to a minimum.

Temperance Beers Grow in Favor

There is another interesting factor in this business, and that is the growing demand for temperance beers. At first there was a tendency to look askance at these goods. The dark bottles were against them, they had a look of evil to the innocent ones. They have been growing hardened of late, however, and with the hardening process has grown up a better business. People have come to like these goods, and to look to the grocery store for them, and where formerly a customer timidly asked for a bottle of temperance beer, and the store used to send over to the hotel to get it, now they stock it themselves, and are finding it a business that is growing in importance every day.

Take it all together these factors in summer trade have become very promising business prospects.

Here They Are! Better Drinks for Better Men!

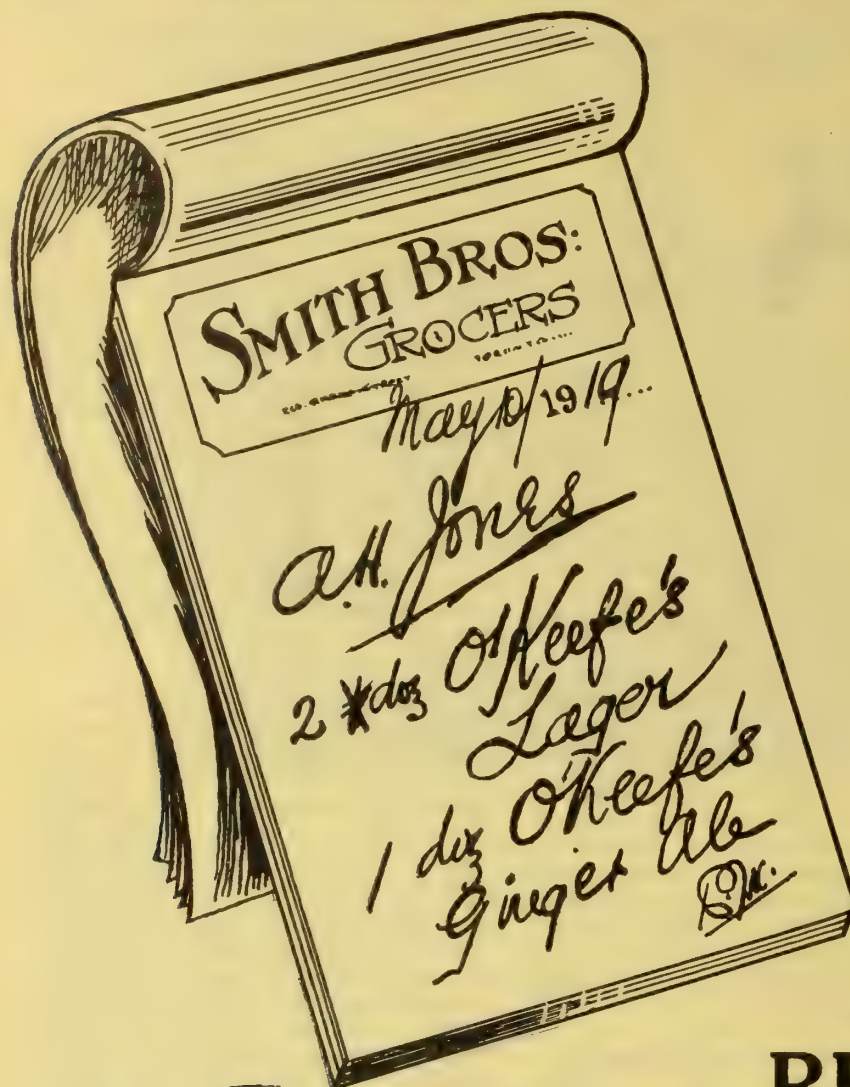
Poor Old John Barleycorn is taking the count. He's down and out—a victim of better thinking and better drinking humanity.

Mild stimulants—non-alcoholic—are necessary to mankind, for nourishment, refreshment, relaxation, and we have them—a full line of seasonable thirst-chasers that

will help to discount the activities of Old Sol.

Just 'phone your order and we'll promptly deliver any quantity you desire.

[John Brown & Son]



Orders Count!

Not one, or two, but continuous repeat orders are given when your customers learn that you sell the O'Keefe line of thirst-quenchers.

O'Keefe quality combined with O'Keefe publicity have created a demand that pays well to cater to.

O'Keefe's

BEVERAGES

A drink for every occasion. Mild, stimulating beverages that are full of sparkle and zest—real thirst-quenchers! The Imperial Brews—Ale, Lager and Stout—are delightful and meet every requirement.

For those who prefer Soft Drinks, offer them O'Keefe's Ginger Ale, Special Pale Dry Ginger Ale, Sarsaparilla, Cola or Lemonade, etc.



O'KEEFE'S - TORONTO

Phone Main 4202

We create the demand
for

MALTUM
and
MALTUM
STOUT



Wherever these beverages are enjoyed their quality sustains the trade—we widen the market by an aggressive, year round, advertising campaign in the leading dailies and the big farm journals of Western Canada.

We sell the goods—the dealer serves them. If turnover means profit you cannot do better than supply the demand in your own community. The actual profit is large, making it well worth while to feature these drinks.

The problem of selling does not exist so far as the dealer is concerned. We spend thousands of dollars in sustaining and increasing the demand and accept the full responsibility for it. Simply the handling of the goods yields you a handsome profit. The trade this summer will be better than ever.

Send us your order whether large or small, we'll give you prompt service. Write for our complete price list.

E. L. Drewry, Limited
Winnipeg

**Delicious
beverages
attuned to
the time and
the taste**



**“CHINOOK BEER”
“CHINOOK STOUT”
“CHINOOK CIDERS”
AND
“BUFFALO BRAND”
AERATED WATERS**

Cooling, refreshing and healthful these delicious beverages will make a good friend of every customer you sell them to.

In the summer time and throughout the entire year “Chinook” Beverages and “Buffalo Brand” Aerated waters are beneficial and pleasing to every member of the family.

*If your wholesaler doesn't handle these lines
write direct to*

Calgary Brewing and Malting Co., Limited
CALGARY - CANADA



SELL BLACKWOODS SUMMER DRINKS

WHEN the days of summer really arrive your customers will fully appreciate the benefits of an ice box well filled with cool and invigorating summer beverages.

Why not make your store headquarters for your customers' summer drink requirements? A plentiful stock of Blackwoods Aerated Waters, Blackwoods Temperance Beer, Ale and Porter, Blackwoods Temperance Wines and Blackwoods Raspberry Vinegar and Fruit Syrups will get you this trade. Blackwoods Beverages satisfy because the quality is there.

*Order through your jobber
or direct from*



BLACKWOODS Ltd.

WINNIPEG

GURD'S DRY GINGER ALE

Is in Demand from Coast to Coast

As a refreshing and satisfying beverage
—it is a social requisite—a steady sale
follows introduction.

CHARLES GURD & COMPANY, LIMITED
MONTREAL

GROCCERS

ORDER YOUR STOCK OF

**Champagne
de Pomme**
NOW

It makes a delicious
drink. Put up in pint
bottles or splits. Recom-
mend it to your custom-
ers. Pays a good profit.
Easy to sell.

Order from your
wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.
Montreal

We want Agents in Every City and Town.



Sell Marsh's Grape Juice

for the big pro-
fits it will bring
you and for the
unstinted cus-
tomer satisfac-
tion it always
produces.

**The Marsh Grape
Juice Company**

NIAGARA FALLS, ONT.

Ontario Agents:

**The MacLaren Imperial
Cheese Co., Limited**
Toronto, Ont.



When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word
for each subsequent insertion, and five cents extra per
insertion for Box No. Payable in advance.

CANADIAN GROCER

ADDRESS

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Let

Coca-Cola
TRADE MARK
REGISTERED

Put the profits in your
cash register

Let your people know you sell and
recommend Coca-Cola—"the most re-
freshing drink in the world."

Coca-Cola wins on its merits. Widespread
consumer advertising is increasing an already
huge demand. You'll be asked for Coca-Cola.

Will you have it when they call?

THE COCA-COLA CO.
WINNIPEG

2T

Will you have it when they call?

Grain Growers and R.M.A. to Co-Operate

Closing at 6 P.M. Proposed—Oppose Premium Contests—Coast to Coast Excursion Supported—Wholesalers in Retail Business—Object to Cartage and Packing Charges—Oppose Liquor Traffic

RESOLUTIONS of considerable importance occupied the attention of the merchants in convention at the Thursday morning session. The necessity for clearing up misunderstandings between the R.M.A. and the Grain Growers, and for encouraging co-operation between these two bodies was emphasized in the discussion centering around the following resolution:

Whereas there still seems to be a misunderstanding between some farmers and some retail merchants in Saskatchewan; and

Whereas the executive of the Retail Merchants' Association have endeavored for a number of years to get together with the farmers' organizations, in order that these misunderstandings may be cleared up if possible;

It is resolved that we, in convention here assembled to-day, go on record as being in favor of such a meeting being brought about if possible, and that the accredited representative of the Saskatchewan Grain Growers' Association be notified accordingly, and that a copy of this resolution be forwarded to the secretary of the said association.

This resolution was moved by G. W. Stockton, Carlyle, who stated that it was necessary for the modern merchant to give such a service to the community that it is unable to get along without him. "If one merchant in a town gives a raw deal it reflects on all the dealers, because the customer will send his order away to another city afterwards."

W. C. Paynter, Tantallon, speaking to the motion, stated that the co-operative movement is responsible for the progress being made by certain institutions. "I have watched the co-operative movement," added Mr. Paynter. "In the next town to mine a merchant buys in smaller quantities and cannot give a service equal to mine. But I must support that merchant because if he fails the co-operative movement will get him or the mail order house will come in on the territory."

"The Grain Growers' of Manitoba co-operate with the R.M.A. of that province, but not in Saskatchewan. We must not antagonize the Grain Growers, for they already think the retailers are obstructing their tactics. The retailer has the advantage over the big department store and the mail order houses of being on the ground, and the retailer should be an expert at handling his customers. If the farmers can formulate a scheme whereby they will be better served than by the retailers I will step down.

"We must co-operate with our customers and with the farmers' organizations. I believe the Grain Growers and the retailers should put up a fund to jointly purchase goods in cars from manufactu-

rers. This would be a joint purchasing commission in each province, and prices would be set."

J. J. Polson agreed as to the desirability of reaching an understanding between the R.M.A. and the Grain Growers.

At this stage H. D. MacPherson stated that he had seen the president of the Grain Growers, in regard to a conference of the two organizations. The matter was left with the Grain Growers, and no further action has been taken.

It was the unanimous opinion of the delegates that where a farmer operates a store, if he gives a good service, he should have the privileges of a store, but where the store does not give service, whether it be owned by a farmer or a retailer, it should not have the privileges of a store. No objection could be taken to their going into the same market to buy their goods, but objection was taken to the granting of privileges to the man who tries to run a store "from a box car."

Fixed Closing Hour

The following resolution was introduced by Delegate Kindred:

"That this convention requests the incoming executive to use their endeavors to have legislation passed making it compulsory for all storekeepers in Saskatchewan to close every day, except Saturday and days preceding holidays, not later than 6 o'clock."

Speaking of this resolution one country member stated that while this might apply all right in towns and cities, he thought the country stores in the country and villages should remain open during seeding and harvesting time.

J. J. Polson opined that the association would not be getting very far in passing such a resolution as the provincial authorities would be inclined to leave the matter entirely in the hands of local authorities. To get such a measure through it would be necessary to have the full co-operation of the various organizations affected, such as farmers, labor and municipal.

An amendment was introduced that the convention place itself on record as favoring a 6 o'clock closing except on Saturday nights and nights preceding holidays.

Oppose Premium Contests

The following resolution was passed with little or no opposition, having been introduced by W. P. Ball, Assiniboia, and seconded by S. McMicken, Moose Jaw:

"That this convention is strongly of the opinion that all premium contests are absolutely against the principles of the Retail Merchants' Association and food merchandising and should be strictly avoided by all retail merchants.

Further that the Dominion executive should be urged to continue their efforts in favoring the passing of legislation making such contests a criminal offence."

Other resolutions passed include the following:

Bonds Produced by Produce Dealers, Collectors

Moved by S. McMicken, Moose Jaw, and seconded by W. C. Paynter, Tantallon;

"That this convention request the incoming executive to continue its efforts towards obtaining legislation requiring produce dealers and collection agencies to enter into a bond with the Government as a condition before entering business."

Re Proposed Excursion

Moved by H. E. Semple, Kerrobert, seconded by S. McMicken;

"That this convention express its hearty approval of the proposed R.M.A. coast to coast excursion."

Encourage Thrift

Moved by S. McMicken, seconded by S. T. Brown, Simpson;

"The Retail Merchants hereby support the movement for the encouragement of thrift and recommend to the province the giving of such support to local thrift associations as lies within their power."

S. McMicken, speaking to this motion, stated that the wage earner who is encouraged to buy thrift stamps will have something to fall back on, and this would eliminate in many cases necessity of giving credit.

Affiliate With Social Service Council

Moved that: "This convention is in favor of affiliating with the Social Service Council of Saskatchewan."

This resolution was carried. It is proposed to have up to ten representatives on the Social Service Council, to meet annually and consider problems affecting retail merchants, etc.

Speaking to this motion, one delegate stated that in the past retailers have not taken much interest in the social welfare of towns, and that they have not realized the importance of this matter.

Oppose Liquor Traffic

The convention was placed on record as being opposed to the liquor traffic, and in sympathy with the Government's measures regarding prohibition, in a resolution introduced by G. W. Stockton, Carlyle.

Assist Commercial Education

A resolution introduced by W. C. Paynter, Tantallon, and seconded by H. E. Semple, Kerrobert, provided for the appointment of a committee representing the commercial interests, to work in co-operation with the University of Saskatchewan, in connection with a course in commercial education.

J. J. Polson proposed an amendment asking the executive to select for this year a committee to act on behalf of the R.M.A., and to ask other interests to select representatives to act in co-operation with this committee.

"Add education to what we have got without it, and we can swamp everything," said S. McMicken. The matter was left with the executive committee.

Cartage and Packing Charges

A motion was carried as follows:

"The executive committee is to be instructed to advise all wholesalers in Saskatchewan that the facts of the trade show that charges for packing and cartage are not a universal habit, and it would seem that some wholesalers in this province are wanting to get a higher charge for their goods than should be paid. This association has agreed to bring all possible pressure to bear against the following of this practice."

In moving this resolution, G. W. Stockton stated that he had written to wholesalers about this practice in his own case, and that they had replied in his favor, stating that they would "make an exception" in his case.

Wholesalers in Retail Trade

Moved by W. C. Paynter, seconded by H. A. Semple:

"As this association has been asked to express an opinion as to whether the wholesale merchant should engage in a retail business, be it resolved that the legitimacy of either a retail or wholesale business should not be judged from the standpoint of ownership of the business, but simply on the policy it follows and the service it renders."

Speaking to the motion, S. McMicken stated that if a man does a legitimate business "we do not care who the owner is."

Co-operate With Soldiers

Moved that: "This convention adopt all possible means to bring about closer co-operation between our organization and returned soldiers, and other organizations which have for their object the improvement of trade and commerce in Canada."—Carried.

HON. W. E. KNOWLES ADMITS HE IS ONLY A LAWYER

An enthusiastic address of welcome was given by Hon. W. E. Knowles, Provincial Secretary of Saskatchewan, representing Premier W. M. Martin, at the annual banquet on Wednesday evening, in the Auditorium rink. J. W. Cresswell, president of the Regina R.M.A., was chairman of the evening.

Hon. W. E. Knowles, author of the famous Knowles Bill, introduced at Ottawa some time ago, admitted that the attention which he had given to the retail trade had been only as a lawyer and not as a retailer, but that he did not find this out until after he had introduced the bill to the House of Commons. He frankly admitted that one Moose Jaw merchant wired him at Ottawa that he must either stop being a fool or come home. He began to think after that that people would have to pay what they liked for things.

"It is a big concern to the people of the country that they have good shopping facilities. We are constantly dependent upon the retailers. It is unfortun-

ate that in Canada we do not take the pride in our businesses that the English merchant does, in which cases one finds the business passing from generation to generation, with a singular pride attached to the success achieved in each case," said Mr. Knowles in conclusion.

An address was given by Mr. Frank Stockdale on the subject, "Sales People of To-day and To-morrow."

DISCREPANCY IN SALES OF GASOLINE

J. J. Polson made a report to the Saskatchewan convention concerning the action taken by the Dominion Association in regard to alleged discrepancy arising in the handling of gasoline by retail merchants. This discrepancy is indicated by the purchase of gasoline by weight and its sale by measure.

"When you get gasoline in your store in drums it comes by weight," said Mr. Polson. "In drawing it off you run short on a drum. Every complaint coming arose from dealers who shipped in under the weight system. No complaints came from dealers who bought by measure."

Mr. Polson added that the troubles along this line in Eastern Canada are now over, the matter having been taken up with the head of one of the large oil companies. To eliminate any such difficulty in Western Canada, delegates were urged to appraise the association of any similar shortage in gasoline.

SHOULD CLERK GET GOODS AT COST

The following question was asked by a delegate at the Saskatchewan convention:

"I have a staff of seven clerks, and pay the highest salaries. I allow each employee all the goods he needs at laid down cost. Is this coming to the employee?"

In reply, N. L. Green, Regina, stated that the matter should be left with the individual merchant. "Some dealers wish to do all they possibly can for the men who work with them. We recently made a rule that the men get everything they wish at one-half the retail cost."

S. McMicken responded that it was up to the merchant to run his business in fairness to his clerks and they would then be fair with their merchant.

CONVENTION DELEGATES

G. W. Anderson, Regina; N. C. Wells, Aylesbury; O. Aas, Cabri; J. H. Anderson, Melville; A. Aird, Regina; F. B. Angley, Radisson; H. A. Andrews, Pangman; S. Whittaker, Briercrest; W. P. Ball, Assiniboia; J. P. Beauchamp, Q'Appelle; F. A. B. Aufield, Winnipeg; H. Bourassa, La Fleche, Sask.; W. Buchanan, Weyburn; J. Baird, Glenavon; S. T. Brown, Simpson; B. Beachman, Edenwold; C. A. Clifford, Creelman; W. R. Clark, J. O. Crossley, Estevan; A. M. Dugetto, Whitewood, Sask.; R. Davidson, Regina; H. A. Dantz, Rush Lake;

J. S. Dart, H. W. Davidson, La Fleche; J. H. Elliott, Carnduff; S. G. England, Regina; J. H. M. Easery, Duval; T. A. Easson, Avonlea; H. Elliott, Admiral; J. F. Funk, Herbert; W. R. Finley, Kincaid; J. S. Goodman, Grills & Co., Gimley & Son, Cabri; J. Gregory, Meota; G. A. Ganchieff, Regina; J. Goldstein, Radisson; L. Goldstein, Hafford; N. L. Green, Regina; C. O. Glover, Windthorst; A. Gereim, Vibank; J. Gereim, Vibank; S. E. Fawcett, Saskatoon; J. L. S. Hutchinson; J. Hamblin, Q'Appelle; Hill & Hall, Francis; Hughes & Butler, Regina; J. Morton, W. R. Kell, Saskatoon; L. P. Kincaid, R. J. Eley, Kelliher; A. E. Bolton, Kelliher; W. J. Keller, Shaunavon; W. G. Krecsy, Kipling; F. Knox, Wilke; J. Leboldus, Vibank; E. S. Cressimace, Lockwood; A. H. Laeppky, Rush Lake; J. L. Longpie, Q'Appelle; T. J. Lugheed, Glenside; A. Little, Regina; J. T. Lawson, Regina; J. W. Cresswell, Regina; S. McMicken, Moose Jaw; J. A. Loepky, Herbert; N. McLean, Tynan; A. McKinnon, Dilke; F. D. Mitchell, Moose Jaw; W. A. Conley, Macoun; McDonald & Wray; W. H. Morgan, Delisle; E. Maske, Kipling; A. Maze, Assiniboia; A. G. MacNaughton, Mazenod; P. H. McLeod, Rocanville; H. D. MacPherson, Regina; J. C. Nichol, Radisson; A. M. Nairn, Earl Grey, Sask.; G. S. Preston, Carnduff; J. J. Polson, H. Perry, Estevan; W. C. Paynter, Tantallon; Ross & Denison, Assiniboia; W. J. Robinson, Davidson; C. J. Rollifron, Outlook; J. F. Robinson, Regina; G. W. Stockton, Carlvle; F. E. Raymond, Saskatoon; W. Stanley, Heward; P. Schroeder, Odessa; J. James, Saskatoon; S. Douglas, H. E. Sample, Kerrobert; C. H. Shaw, Webb; J. Scott, Willow; S. Schwanz, Rocanville; L. P. Twiss, B. A. Thierman, Webb; W. M. Van Valkenburg, C. William, Moose Jaw; E. Wright, Kerrobert; M. Waldman, Melville; A. J. Wyman, LaFleche; Waldeck Trading Co. A. W. Wallace, Aylesbury; R. E. Wittke, J. P. Williams, Kincaid; F. Yeo, Fillmore, Sask.; W. L. McQuarrie, Saskatoon; H. G. Hunter, MacLean Publishing Company; H. L. Southall, MacLean Publishing Company.

SHOWCASE DOUBLES BISCUIT BUSINESS

Smellie Bros. Ltd., of Russell, Man., have doubled their sales of biscuits since introducing a real up-to-date showcase for display. It was just one month ago that this change was made and already the results have proved highly satisfactory, and incidentally another argument in favor of the use of best equipment from the standpoint of display. This particular case contains twenty-one drawers, each one being large enough to hold the ordinary 10 lb. tin of biscuits. Each drawer has a false front in which illustrations of the variety of biscuit contained in that drawer, may be shown. These illustrations slide in a slot and are interchangeable. On the base of the case there is a room for six reserve boxes of biscuits which can be used for filling purposes. The case is kept in the middle of the store where it is easily seen by each and every customer.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritime

R. J. Walker has opened a new grocery store in Haymarket Square, St. John.

Grocery and provision merchants of the north end of St. John have adopted Wednesday afternoon as a half holiday.

J. Konsetsky has taken over the retail grocery business of Myer Gordon, Main Street, St. John. Mr. Gordon has retired from business.

Sterling I. Keith and Herman W. Redstone have formed a partnership under the name of Keith-Redstone Co., to carry on a general mercantile business at Havelock, N.B.

John O'Neill, who carried on one of the largest provision businesses in St. John, died this week at the age of 72 years. He had been actively engaged in the business until a few days before his death.

J. P. Mosher & Co. have purchased the grocery and feed business of James Stephenson & Sons, Marsh Bridge, St. John, which has been carried on by his sons, since the death of James Stephenson, and will continue along the same lines.

The retail merchants of St. John are planning to devote two days to special sales for children, a new feature in retail merchandising in St. John. Every retail store approached found something that possessed a special appeal to the youngsters which they could feature.

A. S. Creighton, manager of the principal branch of the Royal Bank of Canada in St. John, has resigned to become associated with Gordon, Grant & Co., Trinidad, B.W.I., large importers of Canadian foodstuffs, who carry on a big grocery and general business in Port of Spain.

James E. Birch, of Alberton, P.E.I., one of the oldest merchants in the Maritime Provinces, has retired from business. Mr. Birch was one of those whose stores were destroyed in the Alberton conflagration of March last. He is 70 years of age, and has put in 54 years behind the counter, so that he feels like resting on his oars.

George R. Wetmore, formerly with H. W. Cole, Ltd., wholesale grocers, has opened up four retail cash and carry grocery stores in various parts of St. John, as units in what is to be a chain of stores to cover the entire city. Those already established are located in Main and Victoria Streets in the north end, one in the west end, and another in Fairville, a suburb bordering on the city. He promises that others will follow.

Quebec

Leon Diotte, general merchant, Joynt, has been succeeded by R. J. McCrank.

Geary Parish, Montreal, has registered a grocery business under the name Canadian Grocery.

Ontario

James Laurie, grocer, Hamilton, has sold out.

S. E. Smith, Hamilton, has sold to W. R. Simmerson.

Jas. Barron, Toronto, has been succeeded by C. C. Norris.

Simon Taylor, Toronto, has been succeeded by W. J. Irwin.

Thomas Bristow, grocer, Toronto, has sold to James Drysdale.

Fred Adams, Toronto, has been succeeded by Donell & Perry.

W. H. Salt has sold to R. C. Soules, 872 Kingston Road, Toronto.

S. A. Gray & Co., general store, Meaford, has sold to Chapman Bros.

Mrs. Carrie Lavoie, Pembroke, has been succeeded by Mrs. Justine Arnold.

M. Ryan has purchased a grocery business at 706 Kingston Road, Toronto.

Mason R. Swan, grocer and butcher, Hamilton, has sold his grocery business.

M. Sweeney has opened a new grocery and provision store at 1024 Woodbine Ave., Toronto.

Homshar & Challacombe have opened a new grocery store at 1442 Kingston Road, Toronto.

Enright & Neville, grocers, Douglas, have dissolved partnership, C. S. Enright carrying on the business.

D. A. Swan has bought the grocery business formerly conducted by W. M. Short, 636 Pape Ave., Toronto.

George S. Madill, has purchased the grocery business formerly conducted by P. J. Maher, at 996 Woodbine Avenue, Toronto.

P. Creek has purchased the property and grocery business at 83 Palmer Ave., Toronto. Mr. Creek was previously in business in Hamilton.

Donald & Perry recently purchased the grocery business of Fred Adams, at 1906 Queen Street, E., and are now conducting business there.

J. K. McDonald has purchased the grocery business of Thomas McCormack, Elgin Street, Arnprior, and will conduct a grocery and provision business there.

M. G. Daly has purchased the grocery business of Mrs. J. A. Robertson, Deli Street, Bracebridge, and will conduct it in future.

O. Hermant & Co., grocers; Bertha

Levinson, general store, and S. Slotuick, butcher, were among those who suffered by the recent fire in South Porcupine.

Theodore Windover, who recently suffered from a stroke of paralysis, but who is reported as somewhat improved, has sold his grocery in Napanee to a Mr. Dennison.

Wellington Produce Co., Harriston, Ont., are conducting a mail order contest to secure a suitable name for the ice cream which they are about to place on the market.

Loggie Sons & Co., Toronto, have been appointed agents for Standard Remedies, Ltd., Winnipeg, Man., manufacturers of health salts and a number of other standard remedy lines.

Donald Nickokon, 402 Roncesvalles Avenue, Toronto, has sold his business to the Loblaw Stores, creating one more in the already long list of that chain of stores in the city of Toronto. Mr. Nickokon has been in business in this store for the past seven and a half years. He hasn't formed any plans for the future, but before entering any new enterprise he is going to have a well-earned rest.

A considerable amount of water damage was done to the stock in the building of Geo. Weston & Co., Ltd., bakers, Toronto, when a small blaze broke out in the building recently. The blaze originated in some biscuit boxes on the fifth floor of the building, which is at the corner of Peter and Richmond Sts., and the heat caused the sprinkler system to start.

H. A. Henderson, Norwich, Ont., has entered into full partnership with his father, J. C. Henderson, and in the future the business at the old stand, on Main Street, will be carried on under the firm name of J. C. Henderson & Son. For the past few years H. A. Henderson has been actively engaged in the business, and during the last few months has assumed a large part of the responsibility.

THREE RIVERS, QUE., MAY HAVE BEET SUGAR FACTORY

American capital is interested in the proposed erection of a three-million dollar beet sugar factory, to be erected at Three Rivers, Que. The only point apparently at issue is the question of whether it will be possible to get a sufficient quantity of beets to assure the success of the undertaking. It will require 60,000 tons of beets to assure a full run. Agents of the interested parties have been scouring the district for 40 miles around Three Rivers, estimating the possibilities, and find the farmers eager to assist. Already the necessary supply of beets seems assured.

GROCERS PARTAKE OF PURE FOOD BANQUET

About one hundred grocers, members of the Toronto grocers section of the Retail Merchants' Association, with their wives, attended a complimentary luncheon and lecture in their assembly hall on Monday evening last. It was a demonstration of pure food products, and all present were loud in their praise of the splendid repast provided. The first part of the evening was given to an exhibition of moving pictures, in the way of a trip through the Canadian Rockies. This was followed by pictures showing the various processes in the manufacture of those foods which were afterwards served.

HALIFAX MERCHANTS DISCUSS TIME OF HOLIDAYS

A special meeting of the Grocers' and Butchers' Section of the Retail Merchants' Association of Canada was held in the board room, 16 Prince Street, Tuesday evening, May 6.

The meeting was called to order by C. A. Cook, president.

By invitation of the secretary, Major J. P. Edwards, Inspector of Taxation for Nova Scotia and Prince Edward Island, was asked to be present in order to give information concerning the filling in of the Dominion Income Tax papers, there being considerable misunderstanding regarding this matter. Major Edwards gave a full explanation of the different papers and took them up item by item and made a thorough explanation of the same. All those present had the privilege of asking questions on matters on taxation on which they had any doubts, so that they could be satisfied as to the proper way of filling in the papers. Major Edwards stated that he was very pleased to be present and that at his office, 20 Prince Street, the merchants would be gladly given any further information they might desire on these matters.

The matter of the holidays, the 24th of May and the 21st of June falling on Saturday this year was taken up for consideration, whether it should be celebrated on that day or the following Monday. After going into the matter fully, and looking at it from all angles, the grocers and butchers felt that they would like to observe the days on which the holidays fall, but, owing to the great inconvenience that the public would be put to, and the fact that the larger number of people were paid on Saturday and who would thus be deprived of their customary and established trading day, it was decided that when a holiday falls on a Saturday the public and all others concerned would be best served by holding the holiday on Monday.

The request of the Government of retailers, restaurant keepers and others to push the sale of Canadian sardines was mentioned, and a suggestion was made that they get behind the movement.

C. J. Doyle, the secretary, called the attention of the meeting to certain amendments made to the Pure Food and Drugs Act, and the appointment of R. J.

Waugh as inspector for District 1, consisting of Nova Scotia, with the exception of Cape Breton Island.

NEW IMPORT AND EXPORT FIRM

The British Merchants Incorporated (Canada) Limited, has just been granted Canadian charter. The offices for Canada are at Montreal, in the Christine Building, and George S. Dingle is the managing director for the Canadian firm.

Mr. Dingle outlined some of the plans to CANADIAN GROCER, saying that the formation of the Canadian company was another phase of the parent company's policy to establish world-wide connections. The offices of the parent company are in London, and there the company operates on a capitalization of £500,000. From time to time, and as circumstances warrant, new companies are established in various foreign countries, with offices in large commercial centres. In this way, the effectiveness of the organization is greatly strengthened, agents being familiar with the conditions obtaining in their respective fields of activity.

"Offices have already been established in South Africa, South America and Australia," said Mr. Dingle, "and others will be opened from time to time in European and other countries." Three of the firms alone, represented in the parent company in Great Britain, had a combined turnover last year, Mr. Dingle stated, of \$40,000,000, and this when operating under very defined war restrictions. One of the companies, Becker, Shellan and Company, was established in 1865.

The policy of the Canadian company will be that of buying and exporting products, and of importing into Canada, British and other products from the country of origin, and covering, practically all world markets. Among the Canadian lines to be handled in a large way for export, will be that of canned goods, chocolate, confectionery, biscuits, etc., will also be extensively handled.

Some of the import lines to be handled will consist of confectioners' supplies, and such goods as are required and imported by wholesale grocers.

BY-LAW COMBINING FRUITERERS AND GROCERS

After Much Discussion Toronto City Council Gives the Measure Its First Reading

Following a discussion that extended over the greater part of three hours, the City Council of Toronto gave the by-law, consolidating grocers and fruiterers under one head, its first reading at the regular meeting held on Monday last. This is the first step towards the passing of the early closing by-law, and when this initial by-law is an accomplished fact, it is believed that it will be clear sailing towards the final consummation of the by-law, compelling gro-

cers to close at seven o'clock. Only three members of the council opposed the Bill, but the Council Chamber was crowded with an immense gathering of both fruiterers and grocers, the former having largely come to express their opposition to the measure, and the grocers to urge the passing of the same.

It will be two weeks hence before the first by-law will receive its second and third readings, after which the one authorizing the closing of the shops at seven o'clock will be proceeded with. A petition representing three-fourths of the dealers will be necessary to strengthen the hands of the Council, but this, it is stated, is already available, and it is unlikely that any further difficulty will be encountered in the making of the early closing measure a law.

THE CONCILIATORY BOARD IN PACKING HOUSE DISPUTE

The Minister of Labor has appointed a board of conciliation to deal with the dispute between the Toronto meat packers and certain of their employees. J. B. McLaughlin will represent the employers on the board, and Fred Bancroft the employees. After some difference of opinion those represented decided on Judge Colin G. Snider, of Hamilton, Ont., as the chairman of the board.

NEW GOODS

The Butterfly Tinting Co., Minneapolis, Minn., are putting on the Canadian market their butterfly tints. These tints are for tinting various kinds of ready-to-wear and accessories, such as waists, veils, ties, ribbons, hosiery, scarfs, gloves, etc. Butterfly tints are put up in bottles and packages. Water is added to make the tint. The manufacturers state they are made from pure aniline. Loggie Sons & Co., manufacturers' agents, Toronto, have been appointed agents for Canada.



GROCERS SHOULD DO BETTER BEVERAGE TRADE

(Continued from page 54)

respect to basic ingredients, and with respect to transportation and other industrial costs, it is not anticipated that there will be any break in the price of standard beverages for this season.

The prevailing prices are very reasonable, and appear to be considered so by the trade in general.

NEWS FROM WESTERN CANADA

A. L. Watson, of California Associated Raisin Co., Fresno, was in Winnipeg last week.

H. M. Backes has gone into business at Wapella, having taken over the Wapella meat market.

W. G. Lumbers and J. Laingstocks, of the Canadian Cannery Co., Ltd., called on Winnipeg jobbers last week.

J. F. Lindner, of Lindners, Ltd., jam manufacturers, was in Winnipeg calling on the trade last week.

A. S. Hunter, of the Swift Current Groceries, has returned from a visit to his home in Montreal.

A number of Campbell Bros. & Wilson's managers were in Winnipeg last week, including Mr. Millar, Mr. Main and Mr. Pittfield.

A. M. Hurkington, of Brockville, Ont., has been appointed chief engineer for the P. Burns Co., Regina plant, succeeding J. W. Jackson.

T. H. Kaveney, manager in Regina for W. H. Escott Co., has been down with the flu. F. Stone of the Winnipeg office went up to Regina to help out.

The annual meeting of the Western Canada Grocers' Guild was held in Winnipeg last week. S. C. Burton, the president, was down from Regina.

L. C. Christensen, of Hard & Rand, New York, coffee importers, called on Donald H. Bain & Co., their representatives in Winnipeg, last week.

W. G. Milne, of the Western Grocers, Yorkton, has resigned his position as accountant with that firm in order to go into business on his own account. He has been succeeded by J. N. Mawer.

George Sykes has taken a position with W. H. Escott Co., Ltd., to call on the retail trade in Manitoba and Winnipeg districts, specializing on Van Camp's products.

W. L. Boulter, general manager of the Niagara Falls Canning Co., was a visitor in Regina a few days ago. He was on an inspection trip through Western Canada, and was on his way home.

Word has been received that Flight-Lieutenant W. C. Morris, formerly employed by the Yorkton Grocery Co., was seriously wounded in April, when his machine dashed to the ground. His former home was Concord, North Carolina.

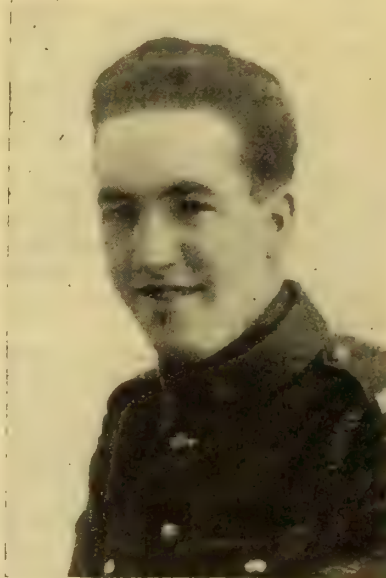
H. Welch, of Minneapolis, representing the Van Camp's products, arrived back in Winnipeg last week, after a trip to the coast, calling on the trade. He will stay in Winnipeg two weeks and assist W. H. Escott Co., to book up future business.

Neil Brown, of Swift Current, has been appointed manager of the Saskatoon branch of the Macdonald-Crawford Co., wholesale grocers. Mr. Brown left Swift Current last week to take up his new duties at Saskatoon, amid the good wishes of a host of friends.

J. T. Brooker is the head of a new firm organized at Swift Current, and known as the Swift Current Produce Co.

Commencing May 15, all stores and business places in Fillmore will close at 6 o'clock in the evening, with the exception of Wednesday and Saturday nights, for a term of three months.

W. G. Benton, manager of the Prince Albert Fruit Co., who has gone to Saskatoon to manage the Northern Fruit Company's plant there, is succeeded by



F. A. NESBITT

Who has returned to his position with W. H. Escott & Co., Winnipeg, after being overseas for two years. While in England he visited several of the firm's principals.

R. Gordon, of the Weyburn Grocery Co. Mr. Gordon is in turn succeeded by Ashton Burgess, of Regina, as manager of the fruit department of the Weyburn Grocery Co.

WEYBURN, SASK., MAY HAVE COLD STORAGE

F. M. Logan, assistant manager of the Saskatchewan Co-operative Creameries, met a number of Weyburn business men in that city a few days ago, relative to the establishment in Weyburn of a creamery and cold storage plant. A committee was appointed as follows to bring in a report as to the amount of cream that would be shipped and the

amount of cold storage required in the event of the plant being located there. O. H. Peacock, Robert Mooney, Elliott Robins, W. S. Methers, Dan Sinclair, Bert Halstead, S. Hopkins, F. W. Smith, and Jos. Mergens, the latter being appointed chairman. Mr. Logan stated that in the event of the company deciding to locate there a cold storage would probably be erected costing about \$60,000.

DISPLAY NECESSARY TO CONFECTIONERY

Winnipeg Grocer Has Tried Many Plans—Difficulties to be Avoided

There is a retail grocer in Winnipeg who has been trying various plans for making a success of a confectionery department, to handle, in addition to the regular class of bulk goods, a complete line of good quality packaged goods. This dealer has had to discard many plans as impracticable, and he is only now arriving at a satisfactory working basis on which this class of goods can be sold to advantage in a grocery trade.

"The big difficulty is in eliminating the dirt and flies which are more likely to be found in a grocery store than in an ordinary confectionery," says Mr. —, who promises to give full details when his department is in better shape.

This grocer recently put in a window display of confectionery and was surprised to find that this class of goods immediately commenced to move rapidly. It is significant that as long as the window acted as a drawing card, sales of confectionery were brisk, but no sooner had the window been taken out than sales immediately took a big drop.

As result of this latest test, this grocer has decided to put in a permanent display of confectionery as soon as window accommodation can be arranged. He points out that it is not necessary to fill up the big window of the store with this line, but a small section attractively arranged will achieve the desired results.

Watch these columns for the complete story of this grocer's success in handling a confectionery department. You may benefit from reading of the various plans he has tried.

HEAD OF GREAT PICKLING CONCERN DIES

Henry J. Heinz, president of the H. J. Heinz Co., pickling and preserving corporation, died at his home, Pittsburgh, Pa., on Wednesday of last week, following a short illness. Mr. Heinz was born in Pittsburgh in 1844.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

R EPORTS from leading Canadian centres generally report business active, with the exception of Winnipeg, where strike conditions have of course interfered to a very great extent with the movement of stocks. In spite of the unsettled state of trade in the Western city, CANADIAN GROCER carries this week its usual market reports from Winnipeg. Declines in prices are again rather the exception and advances are noted on some commodities. The position of the markets is very firm indeed and price tendencies are mostly upward.

MONTREAL—Many advances are made this week in various grocery lines and there is ever an upward tendency on many commodities. Pot and pearl barley are higher and barley by the bushel is also up three cents. Purgative water is advanced, also a line of junket tablets and some lines of soap. Canned fruits and vegetables are firming and some changes were made this week, notably on blueberries and canned tomatoes. Peaches and pears are reported very scarce. Beans of the best variety are higher and split and whole peas also are firming in price. Peanuts and various other nuts are also higher. Rice has been moved up for the better grades. Pastry flour is very high and may go up more. Evaporated apples are marked up this week as are also raisins and prunes. Molasses, syrups and spices are showing more strength, peppers in particular being firmer.

Declines have been effected on lamp and lantern burners, some green fruits and vegetables. Otherwise the market conditions are firm and trade is reported excellent.

TORONTO—Prices generally firm, with advances particularly in provisions and on coffees, characterize the trade as far as the Toronto market is concerned, during the current week. The continued strength of the market for live hogs is reflected in quotations on all pork products. Fresh pork cuts are up from one to two cents per pound and lard is also quoted higher. Dressed meats, such as hams and bacons, are very firm, and cooked

meats are from two to three cents higher on boiled and roast hams. Butter, eggs and cheese are all quoted higher than a week ago. With all price restrictions on cheese removed, there is now an open market and just at present there is a brisk demand for all supplies offered with the usual effect on values.

Coffees and teas are very firm, the former showing slight advances. Coffees at primary points have been steadily climbing and the likelihood is for still further gains in prices. Another Government tax on both teas and coffees is believed by importers as very likely and this fact too is having its effect on the market, increasing the demand for both products. Stocks of rice that were a while back very heavy among the dealers are being rapidly depleted and the good qualities of rices are inclined to be scarce. Cereals are firm at unchanged prices, as are also molasses and syrups. The market for sugar is firm but further advances are not likely as there is no fear of a shortage, receipts at primary points showing enormous increase over last year.

New vegetables and fruits continue to arrive in heavy consignments and both are selling well. Pineapples, both Porto Ricos and Cubans, are coming plentifully and this week they are offered as low as \$5.50 per case. Strawberries are higher again and quotations show considerable advance over last week's figures. This week they are quoted at 38 cents per quart box. Dried fruits continue very scarce and the outlook is for small supplies of raisins this year. All canned goods are firm and Canadian corn, which is very scarce, is selling at \$2.45 per case.

WINNIPEG—At the time of writing this city was cut off from the rest of the world by telephone and telegraph and it was expected that trains would cease to run in and out any minute. Most of the wholesale houses were closed up entirely and practically no business of any kind was being transacted. There has been a run on food equally that which occurred when the war broke out. The demand was chiefly for flour and milk. Stocks of these were pretty well cleaned up.

QUEBEC MARKETS

MONTREAL, May 21—Numerous advances are either made or contemplated in this market and there is ever an indication of firming markets on many lines. The condition of business is not in any way affected by these change, it would seem, for there is a better outgo all the time, jobbers report.

Chocolate, Tablets, Some Soaps Up

Montreal.
VARIOUS GOODS.—One jobber has made advances for the following: Menier's chocolate in quarter pounds from 54c to 71c per lb.; in halves, 52c to 69c lb.

Riga purgative water up from \$3 to \$3.40 per case. Hansen's junket tablets advanced 5c per doz. to \$1.10.

Lilac Rose soap has advanced to \$5.50 per box from \$5.10, and Baby's Own to \$1.20 per doz.

Is Much Export For Sugars

Montreal.
SUGAR.—Refiners have been accorded an increasing amount of export business, and now that shipping is more readily available, there is freer movement than ever. Added to domestic demand it makes for a busy time, and there is a great deal of activity at the various plants. All tendencies are of a steadily firm nature, and no changes have been made in any way.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Iceing, barrels	10 15-10 30
Iceing (25-lb. boxes)	10 55-10 70
Iceing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1.	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs ..	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack.	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 65
Crystal diamonds (boxes 100 lbs.) ..	10 65
Crystal diamonds (50-lb. boxes) ..	10 75
Crystal diamonds (25-lb. boxes) ..	10 95

Fruits Go Higher; Asparagus; Tomatoes

Montreal.
CANNED GOODS.—Fruits and vegetables are likely to advance as the season proceeds, and already there is evidence of the firming of prices, with tomatoes higher this week, and also asparagus of the imported variety. Blueberries have been on a higher price basis, \$2 to \$2.25 per dozen, being quoted for these by the jobbers. Export contracts, it is said, are still being filled and there is a gradual diminution in stocks.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25
Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 50	
Do., No. 2	2 80	3 00
Do., 2½	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2½s	3 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2½s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do., (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2½s	2 60	
Strawberry, 2s	3 97½	4 20
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 25	4 75
Asparagus, imported (2½s) ..	4 85	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee	1 40	1 42½
Beets, new sliced, 2-lb.	2 10	2 35
Corn (2s)	1 45	1 75
Carrots (sliced), 2s	7 25	7 50
Corn (on cob), gallons	3 00	
Spinach, 3s	3 15	
Spinach, California 2½s	10 00	
Do. (wine gals.)	0 95	1 00
Tomatoes, 1s	1 40	
Tomatoes, 2s	1 90	2 00
Tomatoes, 2½s	1 95	2 10
Tomatoes, 3s	6 00	7 02½
Tomatoes, gallons	1 40	1 50
Peas, standards	1 57½	1 60
Peas, early June	2 30	2 35
Peas, extra fine, 2s	1 57½	
Do., fancy, 20 oz.	2 75	
Potatoes, Can. sweet, 2½-lb. tins ..	1 35	
Do., 2-lb. tins	7 50	
Olives (in bis, 49 wine gals.), gal.	8 00	
Specialties	7 00	
Olive oil (pure), 1 gal. tins	32 00	
Do., ¼ gal. tins	33 00	
Do., 5 gal. tins	39 00	
Tomato Paste, 100 tins (case) ..	2 50	
Do., 200 tins (case)	1 45	
Do., 12-lb. lbs.		
Salad oil (bbls. 50 gals.), gal.		
Olives, Queen, gal.		
Canned Fish—		
Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	
Do., ½-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ lbs. cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	2 25	
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb. doz.	1 37½	
Pale, 1 lb. doz.	2 37½	
Pinks, ½-lb. doz.	1 62½	
Cohoos, 1-lb. talls	3 75	
Cohoos, 1-lb. flats	2 25	
Cohoos, ½ lbs., flat	1 75	
Herrings, kipplers, dz. (4 dz. case) ..	2 25	
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	1 00	
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilechards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	2 90	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Oysters (Canned)—		
5 oz., doz.	2 60	
10 oz., doz.	4 75	
10 oz., doz.	2 25	
Do., ½-lb. tins, doz.	3 60	
Do., 1-lb. talls	8 25	
Do., ¼-lb., doz.	6 00	

Do., 1-lb. flats	8 25
Lobster paste, ½ lb. tins.	3 25
Sardines (Amer. Norweg'n style) ..	14 50
Sardines (gen. Norwegian)	22 00
Sardines—Canadian brands (as to quality), case	7 00
Sardines, French	16 50
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, dz., Montreal ..	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (cs 4 doz.)	6 75
Clams (river) (1 lb.), doz.	1 90

Lamp Burners Take A Big Tumble

Montreal.
LAMP BURNERS.—Following the slump in the price of brass goods, lantern and lamp burners are lower. New prices on lamp burners quoted by one jobber are: No. D, per doz., \$2.75; B, \$1.25; A, \$1; and E, \$1. On lantern burners the new prices are: No. 2, \$1.70 and No. 1, \$1.

Gradual Advances Made on Beans

Montreal.
BEANS.—Few realized that there would be so extensive buying of beans. It is remarkable where the big stocks have gone to, and the situation becomes firmer. Quotations in this market run from \$4.50 to \$4.80 per bushel for Canadian beans, and the markets are firm. Split peas are higher this week, and both commodities are moving.

Beans—		
Canadian, hand-picked, bush.	4 50	4 80
British Columbia	4 50	5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes	5 50	
Lima, per lb.	0 10	0 14
Kidney beans	6 00	6 50
Peas, white soup, per bushel ..	3 00	3 50
Peas, split, new crop (98 lbs.) ..	5 50	6 00
Peas (blue)	0 08	0 09

Say No Low Nuts; Prices Up Here

Montreal.
NUTS.—Peanuts are advancing and best grades in the shell are being sold at higher prices by some of the jobbers. There is a large export demand, and prices are bound to be firm. Deliveries have not been good from the growers, and altogether it is quite certain that not only peanuts, but almonds, walnuts, Brazil nuts, etc., will be higher than they are to-day.

Almonds, per lb.	0 26	0 28
Almonds (shelled)	0 55	0 56
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 16	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 21	0 25
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted) —		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 13	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2	0 14	
Peanuts (salted) —		
Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 38	
Pecans (new Jumbo), per lb.	0 28	0 32
Pecans, large, No. 2, polished ..	0 28	0 32
Pecans, New Orleans, No. 2 ..	0 31	0 34
Pecans "paper shell," extra large Jumbo	0 60	
Walnuts (Greenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 16
Walnuts (shelled)	0 72½	0 80

Walnuts (Spanish) 0 30 0 33
 Note—Jobbers sometimes make an added charge
 to above prices for broken lots.

Higher Rice Here; Some Stock Arrives

Montreal.

RICE.—As clearly stated last week in CANADIAN GROCER, rice was likely to firm, and this has now transpired, two jobbers increasing prices for their better grades. World-wide demand of heavy proportions is largely responsible for this. Locally, there is a good demand, too.

Ice Drips—Japan (per 100 lbs.)	11 25
Carolina	13 00
Honduras	0 15
Siam, No. 2	7 65
Siam (fancy)	10 50
Rangoon "B"	8 50
Rangoon CC	8 10
Mandarin	10 00
Pakling	9 50
Tapioca, per lb. (seed)	0 11½
Tapioca (pearl)	0 11½
Tapioca (flake)	0 11

Dried Apples 21½c; Raisins; Prunes

Montreal.

DRIED FRUITS.—"Dried fruits to firm," was the caption in CANADIAN GROCER last week on this market, and the prediction is definitely supported this week in advances for evaporated apples, which have reached 21½c per lb. There is an active demand for these in car lots, and at prices close to 19 and 20c. Raisins are higher, too, and revision to higher quotations is made for prunes by two large jobbers.

Choice	0 24	0 25
Slabs	0 22	0 23
Fancy	0 30	
Apples (evaporated)	0 19	0 21½
Peaches (fancy)	0 25	
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22½
Drained Peels (old)—		
Citron	0 45	
Lemon	0 36	
Orange	0 37	
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	12 75	
Cut, 10-lb. boxes (lb.)	0 43	
Raisins—		
Bulk, 25-lb. boxes, lb.	0 16½	0 18
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6-crown cluster, \$7.00-\$8.75.		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Choice seeded, 12 oz.	0 10½	0 10½
Fancy seeded, 16 oz. pkgs.	0 15½	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 1 doz. packages	0 13	0 15
Do., 15 oz. pkge	0 15	0 17
Do., bleached, 15 oz. (choice)	0 15	0 18
Do. (fancy)	0 13	
Valencias, selected	0 11½	0 11½
Valencias, 4-crown layers	0 11½	
Sultanas (bleached), 50-lb. boxes	0 18	0 20
Do. (15 doz. boxes)	0 20	
Currents, old pack., 15 oz.	0 29	0 31
Currents, Greek (bulk)	0 18	
12 oz.	0 16½	0 16½
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.)	2 80	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
40 lb. Ainslia	0 28	
12 oz.	0 26	
Do. new	0 32	
Cal. currents (loose)	0 18	0 22
Cal. "Kurrants," 15 oz. pkge	0 20	0 22
Dates, E. celsior, per case (36-10s)	7 00	
Do., Dromedary (36-10 oz.)	8 25	8 50
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	
Do., (28 8-oz. bxs)	3 60	
Do., (12 10-oz. bxs)	2 20	

Figs (cooking), 50-lb. boxes, lb. 0 16

Prunes—

California (25-lb. boxes)—		
30-40s	0 22	0 26
40-50s	0 20	0 24
50-60s	0 19	0 22
60-70s	0 18	0 21
70-80s (25-lb. box)	0 19	
80-90s	0 17	
90-100s	0 16	
50-lb. boxes, 80-90s	0 14½	
90-100s	0 13	0 14
70-80s	0 16½	0 17
80-90s	0 15½	0 16½
90-100s	0 13½	0 14
100-120s	0 11	
Oregon—		
30-40s (25 lb.)	0 24	
40-50s (50 lb.)	0 22	
50-60s (50 lb.)	0 20	
50-60s (25 lb.)	0 21	
70-80s (25 lb.)	0 17½	

Spot Molasses Firm; Light Syrup Sales

Montreal.

MOLASSES, SYRUPS.—With respect to spot molasses, there is a fairly firm basis, but no changes have been effected not already reported. The future outlook is really a firmer one, and if export demand should develop in a big way for this there is every likelihood of prices being fully maintained. The sale of both syrup and molasses is restricted, this being the quiet season. No change is made on corn syrup, but the undertone is firm.

Barrels, about 700 lbs.	0 07¾
Half bbls.	0 08
Kegs	0 08½
2-lb. tins, 2 doz. in case, case.	5 15
5-lb. tins, 1 doz. in case, case.	5 75
Corn Syrup—	
10-lb. tins, ½ doz. in case, case	5 45
20-lb. tins, ¼ doz. in case, case	5 40
2-gal. 25-lb. pails, each.	2 45
3-gal. 38½-lb. pails, each.	3 65
5-gal. 65-lb. pails, each.	5 90
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 65
5-lb. tins, 1 doz. in case, case	6 25
10-lb. tins, ½ doz. in case, case	5 95
20-lb. tins, ¼ doz. in case, case	5 90
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case.	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

	Prices for	Island of Montreal
Barbadoes Molasses—		
Puncheons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Puncheons	0 95	
Barrels	0 98	

Note—Prices on molasses to outside points average about 3c per gallon less.

Hard to Define Is Maple Product

Montreal.

MAPLE PRODUCTS.—An unquestionably high price is being asked by the farmers for their 1919 syrup and sugar crop, and this is likely to restrict business now. Of course, some believe that there will be a great deal of sale to United States buyers, and that in such event there will be nothing left if one wants the product but to pay for it.

Honey prices are unchanged, and for pail and bulk variety there has been a steady and large sale.

Maple Syrup—		
13½-lb. tins (each) (nominal)	\$2 10	\$2 25
10-lb. cans, 6 in case, per case	15 10	
5-lb. cans, 12 in case, per case.	17 10	
2½-lb. cans, 24 in case, per case.	18 50	
Maple Sugar (nominal), small lots	0 25	0 30
Honey, Clover—		
Comb (fancy)	0 30	
Comb (No. 1)	0 28	
In tins, 60 lbs.	0 26	
30-lb pails	0 27	

10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 22

Firm is Pepper; Cloves Higher

Montreal.

SPICES.—Market conditions this week are better, for there is a real improvement in the volume of trade, particularly in the city. Peppers are firm and brisk trading operations, and cloves are also inclined to advance from the recent declines already announced.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	0 30	
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	
Cardamom seed, per lb., bulk	2 00	
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	
Cinnamon, per lb.	0 35	
Mustard seed, bulk.	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Unroasted cocconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22
For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.		

Cables State Even Higher Teas Yet

Montreal.

TEA.—Cables received here have already confirmed opening, and also subsequent tea quotations from the Japan market. "Teas that were quoted in Japan last year at this time at 38c per lb. are 18c to 20c per lb. higher this year," said a large importer to CANADIAN GROCER. "These are confirmed prices."

This points the way to higher price basis for teas, and it now seems certain that new crop goods will have to carry higher prices—very much higher.

Pekoe, Soucheons, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 53	0 58
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots	11 20	
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

No New Prices But Coffee is Active

Montreal.

COFFEE, COCOA.—Prices are steadily firm on coffee at the advance made last week. The roasters are particularly busy, they report, and the better grades of coffee are those selling in greatest volume. Cocoa is steadily firm.

Coffee—		
Bogotas, lb.	0 40	0 43
Jamaica, lb.	0 35	0 38
Maracaibo, lb.	0 37	0 39½
Mocha (types)	0 39	0 42

Mexican, lb.	0 39	0 41
Rio, lb.	0 33	0 25
Santos, Bourbon, lb.	0 38	0 39
Santos, lb.	0 37	0 39
Cocoa		
In 1-lb., per lb.	0 38	
In 1/2-lb., per lb.	0 40	
In 1-lb., per lb.	0 40	
In 1-5 lb., per lb.	0 42	

Barleys Are Up;

Cereals Hold

Montreal.

CEREALS.—In view of the fact that there is not very brisk demand for rolled oats and cornmeal, prices have been maintained without change. The grain markets have been continuing high, and it is probable that there will be no change downward, with increasing export demand all the time. Pot and pearl barleys are firming in price, and changes to higher levels were made this week.

Self-raising Flour		
3-lb. pkgs., doz.	2 90	
5-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	5 25	5 90
Cornmeal	4 75	
Barley, pearl	5 25	5 75
Barley, pot., 98 lbs.	4 25	4 75
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	4 50	4 60
Rice flour	9 75	9 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut.	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Roller oats, 90-lb. bags	4 25	4 40
Roller oats (family pack.), case	5 60	
Roller oats (small size), case	2 00	
Oat Flakes (case 20 pkgs.)	5 10	
Roller wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack.)	5 80	
Rye flour (Can.), 98 lbs. ..	5 75	6 05
Tapioca flour, lb.	0 15	0 16

Pastry Flour Soars;

Business is Better

Montreal.

FLOUR.—While there has been no price change for regular grades of war standard flour, pastry flour has been very active and the price is constantly increasing. More than \$11 per barrel is now being paid for this, and higher prices still are likely. A good trading condition is reported, particularly when export is considered.

Standard Wheat Flours		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00	
Per bl., in (2 cotton bags, 98 lbs.	11 15	
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	

Hay Retailed \$45;

Barley at \$1.35

Montreal.

HAY AND GRAIN.—The highest prices in history of the trade have been paid here for hay, one of the biggest operators in this district stating to CANADIAN GROCER that \$45 per ton, retail, had been paid this week for number one grade. There is a great scarcity too, and much of the supply is going to the United States.

Barley prices advanced again this week, the high point being \$1.35.

Hay, Straw, Grain (wholesale prices in car lots) —		
Good, No. 1, per 2,000-lb. ton.	\$40 00	
Do., No. 2	38 00	
Do., No. 3	36 00	
Straw	11 00	
Oats—		
No. 2 C.W. (34 lbs.)	0 88	
No. 3 C.W.	0 85	
Extra feed	0 85	
No. 1 feed	0 84	
No. 2 feed	0 80 1/2	

Barley—		
No. 3 extra	1 13	
No. 3	1 32	
No. 2	1 35	

Note—These prices are at elevator and bags and bagging are not included.

New Potatoes, \$13.00;

Onions Lower

Montreal.

VEGETABLES. — Cold weather is holding back local vegetable production and there is little promise of much coming on the market from this territory before June. New potatoes are in and are quoted at \$13 per barrel. Onions, Texas and Shallots, are reduced in price. Radishes are down slightly, and rhubarb is on a more favorable basis.

Asparagus (doz.)	6 00	7 00
Artichokes, bag	2 00	
Artichokes, box spring (American)	7 00	
Beets, bag	1 00	
Brussels Sprouts (Amey.)	0 40	
Cucumbers, Boston (doz.)	2 00	
Cucumbers, Florida (basket)	4 50	
Chickory, doz.	3 00	
Caiflower (imported), doz.	5 50	
Cabbage, bbl.	8 00	
Cabbage, new, crate	10 00	
Carrots, bag	2 00	
Celery (Wash.), doz.	2 50	
Celery, crates (3-4 doz.)	9 50	10 00
Egg plant	3 00	4 00
Horseradish, lb.	0 20	
Lettuce (curly), box (3 doz.)	3 50	
Do., (4 doz.)	4 25	
Lettuce, Boston, box	4 50	
Leeks	2 00	3 00
Mint	0 60	
Mushrooms, lb.	1 75	
Basket (about 3 lbs.)	4 00	

Onions, Texas, crate	5 75	
Red, 100 lbs., bag	9 00	
Onions (Shallots), doz.	1 25	
Oyster Plant	0 75	
Parsnips, bag	2 50	
Parsley (Canadian)	0 75	
Parsley (American)	1 50	
Potatoes, Montreal (90-lb. bag) ..	2 00	
Potatoes (New Brunswick), bag.	2 25	
Potatoes (new), Florida (per bbl.)	13 00	
Potatoes (sweet), hamper	4 00	
Romain, doz.	3 00	
Radishes, doz.	0 50	
Rhubarb, doz.	1 00	
Spinach, box	2 00	
Spinach, bbls.	6 00	
Turnips, per bag, Montreal.	1 75	
Turnips, Quebec	2 50	
Tomatoes (hothouse), lb.	0 40	
Tomatoes, crates (fancy)	5 50	
Tomatoes (choice), crate	7 00	

New Cherries, \$5.50;

Orange Range Less

Montreal.

FRUITS. — New California cherries are becoming more plentiful here. The price is \$5.50 per case. Strawberries are gradually coming down. Oranges are somewhat easier in price, as noted by a narrowed range of quotations. Cocoanuts are down slightly.

Apples—		Per Barrel
Ben Davis, No. 1	9 00	10 00
Spies	12 00	14 00
Russets	9 00	10 00
In boxes	5 50	6 25
Bananas (fancy large), bunch.	5 50	6 50
Cherries (California), box	5 50	
Cocoanuts sack	9 00	10 00
Grapefruit (fancy Porto Rico) ..	4 50	5 50
Lemons (California)	4 50	5 50
Pears, Cal., eating, small box.	4 00	
Pears, California (110 size)	5 50	
Oranges, Porto Rico	4 50	5 00
Oranges, Cal. navels, 126	6 00	
Do., 150 sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	6 25	6 50
Do., 176	6 50	6 75
Do., 200-216	6 50	6 75
Tangerines, half boxes ..	4 75	
Blood oranges	4 50	
Pineapples (21s to 36s)	6 00	6 50
Strawberries, large	0 30	0 35
Do., large	0 25	0 40

ONTARIO MARKETS

TORONTO, May 20—Few changes of any consequence are shown in the markets this week, although all are very firm. Scarcity in canned goods and dried fruits continues to be the chief feature in the market for these commodities, and new fruits and vegetables are increasing. Demand for the latter is active and prices are inclined to be high. Teas and coffees are strong and the latter show slight advances.

Sugar is Firm and Supplies Ample

Toronto.

SUGAR.—No change is reported in the quotations on sugar this week. The market is firm in spite of ample supplies. The movement is normal for this season, and even as the busy time approaches dealers do not anticipate any shortage of supplies. Receipts this year at primary points show a very heavy increase over totals for the corresponding period a year ago. There is quite a heavy demand for raw sugars, Toronto representatives of refineries state, from manufacturers who use sugar in their factories.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated.	10 16
Can. Sugar Refinery, extra granulated.	10 16
Dom. Sugar Refinery, extra granulated	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Market For Syrups is Unchanged

Toronto.

MOLASSES, SYRUPS.—The market for molasses and syrups is firm, with no changes in quotations. The advance of 30 cents per barrel of three weeks ago is maintained. The corn market has fluctuated considerably of late, but recent movement in the corn area has had little or no effect on the position of the

market for corn syrup. Cane syrup is strong at unchanged quotations.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 07 $\frac{3}{4}$
Half barrels, $\frac{1}{4}$ c over bbls.; $\frac{1}{4}$ bbls., $\frac{1}{4}$ c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, $\frac{1}{2}$ doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55
Cases, 10-lb. tins, yellow, $\frac{1}{2}$ dz. in case	5 45

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, $\frac{1}{4}$ c over bbls.; $\frac{1}{4}$ bbls., $\frac{1}{4}$ c over bbls.	

Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., $\frac{1}{2}$ doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case or 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of $\frac{1}{2}$ doz.	3 60
West Indies, 1 $\frac{1}{2}$ s, 48s	4 60

Market For Package Goods is Strong

Toronto.

PACKAGE GOODS.—While the market for rolled oats both in package and in bulk is very firm, quotations do not show any advances. Dealers state that while the tendency last week was towards higher levels there has really been no change in prices, but the situation generally is strong. Corn flakes and shredded wheat continue at present levels.

PACKAGE GOODS

Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s case	3 60
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1 $\frac{1}{2}$ s, 48s	4 60
Cornstarch, No. 1, lb. cartons	0 11 $\frac{1}{4}$
Do., No. 2, lb. cartons	0 09 $\frac{3}{4}$
Canada Laundry Starch	0 09 $\frac{1}{2}$
Laundry Starch, in 1-lb. cartons	0 11 $\frac{1}{4}$
Do., Do., in 6-lb. tin canisters	0 12 $\frac{1}{2}$
Do., Do., in 6-lb. wood boxes	0 12 $\frac{1}{4}$
Potato Flour, in 1-lb. pkgs.	0 16

Stocks of Rice Are Getting Low

Toronto.

RICES.—The rice market is very firm. Rices of good quality are very scarce. There is active demand for rices and receipts are quickly cleaned up. Stocks are reported as getting low, and Japanese rices are showing depletion. On account of an embargo on shipments of rice from that country it is feared that supplies will not be very heavy.

Rices—

Texas, fancy, per 100 lbs.	12 50
Blue Rose Texas, per 100 lbs.	11 00
Honduras, fancy, per 100 lbs.	13 00
Siam, fancy, per 100 lbs.	9 50
Siam, second, per 100 lbs.	9 00
Japans, fancy, per 100 lbs.	11 00

Japans, second, per 100 lbs.	10 00
Chinese XX, per 100 lbs.	8 75
Do., Simiu	11 00
Do., Mujin, No. 1	10 50
Do., Pakling	10 00
White, Sago	0 11 $\frac{1}{2}$
Tapioca, per lb.	0 11 $\frac{1}{2}$

Quotations on Nuts Are Strong

Toronto.

NUTS.—Receipts of nuts among Toronto dealers are not heavy. Prices have been so high as to be almost prohibitive, and this condition has not induced much buying. Prices are very firm on all kinds of nuts, and the likelihood is that quotations on Brazil nuts will likely see further advances. Shelled walnuts are extremely strong, and as high as 85 cents is being paid for them.

Almonds, Tarragonas, lb.	0 28
Butternuts, Canadian, lb.	0 08
Walnuts, California, lb.	0 40
Walnuts, Grenobles, lb.	0 34
Walnuts, Bordeaux, lb.	0 28
Filberts, lb.	0 23
Pecans, lb.	0 30
Cocoanuts, Jamaica, sack	10 00
Peanuts, Jumbo, roasted	0 20
Brazil nuts, lb.	0 19
Shelled—	
Almonds, lb.	0 52
Filberts, lb.	0 44
Walnuts, lb.	0 80
Peanuts, Spanish, lb.	0 17
Do., Chinese, 30-32 to oz.	0 14
Brazil nuts, lb.	0 75

Pineapple Receipts Are Now Heavy

Toronto.

FRUITS.—Pineapples are now arriving in heavy shipments, and dealers state that now is the time to buy them for preserving purposes, believing that they are at the lowest prices that they will reach this year. Cuban pineapples are quoted at from \$5.50 to \$5.75 and the Porto Ricos at \$6.50. Strawberries are quoted higher again following the recessions of last week. Dealers are now quoting them at 38 cents for quarts. California cherries are now being offered at from \$4.50 to \$5 per box. Quotations on California navel are unchanged, but the Valencia oranges are firm at from \$5 to \$6.50, according to the size of the crate. Lemons are slightly easier at from \$4.50 to \$5.

Apples—	
Do., Winesaps, box	\$7 00
Bananas, per lb.	0 07
Grapefruit—	
California, seedless, 64s, 80s, 94s and 100s	5 00
Do., Do., 48s	1 00
Oranges—	
California navels, 100s	5 00
Do., 126s	5 75
150s, 176s, 200s, 216s, 250s	6 50
Do., 176s	6 75
Do., 200s, 216s, 250s	7 25
Valencias—	
150s, 176s, 200s, 216s, 250s	6 50
288s	6 00
324s	5 00
Lemons, Cal., 270s, 300s, case	4 50
Pineapples—	
Porto Rico, 24s, 30s, 36s, case	6 50
Cuban, 18s, 24s, 36s, case	5 50
Cherries, Cal., box	4 50
Strawberries, quarts	0 38
Rhubarb, doz. bunches	1 50

New Vegetables Are in Demand

Toronto.

VEGETABLES.—New vegetables continue to be offered freely, and these are in more demand than the old ones. On-

tario potatoes are selling at \$2 per bag, but the new Florida potatoes are having a brisk sale at \$8 per barrel. New beets and new carrots are selling at from \$3 to \$3.50 per hamper, and new turnips at \$2.75. Cabbages are easier at from \$6.50 to \$8 per crate. Florida celery ranges from \$4.75 to \$7.50 according to size. Tomatoes are arriving in better condition, the quality showing considerable improvement. Mexican tomatoes are being shipped heavily and vary in price. The market for Texas onions is very strong at \$5.50 per crate.

Can. Asparagus, 2 doz. bunches	\$2 00
New beets, hamper	3 00
Cabbage, crate	6 50
Celery, Florida, 3s to 6s, ss	1 75
New Carrots, hamper	3 50
Carrots, bag	1 75
Do., Imported, hamper (3 doz. bunches)	3 25
Cucumbers, fancy, large hampers	3 75
Choice, large hampers	3 50
Plain, large hampers	2 50
Leamington hothouse cucumbers, 11-qt. basket	2 50
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case	4 50
Do., Do., Florida, 30 head to hamper	4 50
Do., leaf, doz.	0 40
Onions—	
Do., green Shallots, doz.	1 00
Do., Texas, crate	5 50
Parsnips, bag	0 75
Parsley, large bunches, doz.	1 00
Peppers, green, doz.	1 90
Potatoes, Sweet, Louisiana, hamper	2 50
New Potatoes, Florida	8 00
Turnips, hamper	2 75
Potatoes, Ontario, bag	2 00
Spinach, bushel	1 00
Tomatoes, Florida, fancy case	6 50
Do., Do., choice, case	7 75
Do., hothouse, No. 1, per lb.	0 20

Canadian Corn is Again Higher

CANNED GOODS.—The market in canned goods continues much the same as a week ago. There is a very pronounced scarcity in almost all lines. The better grades of salmon are in small supply but stocks of the cheaper lines appear to be ample for the demand. The movement is a little slow at the present time, but the busy season for salmon is in July and August. In canned vegetables there is still a little Canadian corn in the hands of some dealers, but quotations this week show an advance of ten cents, those dealers having any quoting Canadian corn at \$2.45. There is some American corn selling at \$2. Tomatoes are firmer, the supplies of the same rapidly diminishing. They are quoted at from \$1.95 to \$2. Canned pumpkin has been selling very freely this past week at from 95 cents to \$1. Fruits are unchanged and most lines have been cleaned up. There are still some plums and pears on the market. This season's spinach is now being packed and some of it is already on the market; 2's are quoted at \$1.75.

Salmon—

Sockeye, 1s. doz.	4 00
Sockeye, $\frac{1}{2}$ s. doz.	2 40
Alaska reds, 1s. doz.	3 75
Chums, 1-lb. talls	2 25
Do., $\frac{1}{2}$ s. doz.	1 35
Pinks, 1-lb. talls	2 25
Do., $\frac{1}{2}$ s. doz.	1 35
Cohoos, $\frac{1}{2}$ -lb. tins	1 35
Cohoos, 1-lb. tins	3 45
Red Springs, 1-lb. talls	3 65
White Springs, 1s. dozen	2 80
Lobsters, $\frac{1}{2}$ -lb. doz.	3 75
Whale Steak, 1s flat, doz.	1 75
Pilchards, 1-lb. talls, doz.	1 90
Canned Vegetables—	

Beets, 2s.	1 90	2 30
Tomatoes, 2s.	1 92½	2 00
Peas, standard	1 50	1 95
Peas, early June	1 67½	2 25
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Corn, American, 2s, doz. ....	.....	2 00
Pumpkins, 2½s	0 95	1 00
Spinach, 2s, doz. ....	.....	1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz. ....	.....	10 00
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 20	3 50
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 3½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s ....	.....	2 87½
Pears, 2s	2 35	2 37½
Plums, Lombard, 2s	1 97½	2 22½
Plums, Green Gage	2 17½	2 57½
Raspberries, 2s, H.S. ....	.....	4 50
Strawberries, 2s, H.S. ....	.....	4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each ....	.....	0 84
Black currants, 16 oz., doz.	4 00	.....
Do., 4s, each	0 92	1 10
Gooseberry, 4s, each ....	.....	0 84
Peach, 4s, each ....	.....	0 82
Red currants, 16 oz., doz. ....	.....	3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Supplies of Raisins May be Scarce

Toronto.

DRIED FRUITS.—In the market for dried fruits the principal feature is the scarcity of raisins, and the prospects are that supplies may not be sufficient for the demand this year. Price tendencies are high, and the outlook is for a very strong market. The European output is practically negligible, and the result is that California growers are looked to to fill the inquiry. Supplies among some dealers are very small indeed. There are still small lots of prunes among the wholesalers, but prices again this week show advances. Cases of 60 to 70's are offered at 22 cents. There are also some peaches and apricots available, but in very small quantities. Prices on the same are steady with last week. Currants are also unchanged from last week.

Apples, evaporated, Ontario	0 20	.....
Apricots, unpitted ....	.....	0 16½
Do., fancy, 25s ....	.....	0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange ....	.....	0 45½
Citron	0 47	.....

Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90

Dates—		
Excelsior, kgs., 3 doz. in case	7 00	.....
Dromedary dates, 3 doz. in case	8 00	.....

Figs—		
Taps, lb. ....	.....	.....
Malagas, lb. ....	.....	.....
Comadre figs, 70s, lb.	0 14	0 15
Cal., 4 oz. pkgs., 10s, case ....	.....	5 00
Cal., 8 oz., 20s, case ....	.....	3 25
Cal., 10 oz., 12s, case ....	.....	2 25

Prunes—		
30-40s, per lb. ....	.....	0 25
40-50s, per lb. ....	.....	0 23½
50-60s, per lb.	0 22	0 24
60-70s, per lb.	0 16	0 17
70-80s, per lb.	0 14½	0 16
80-90s, per lb.	0 13½	0 14½
90-100s, per lb.	0 11½	0 12½
100-120s, per lb. ....	.....	0 11½

Peaches—		
Standard, 25-lb. box, peeled	0 20	.....
Choice, 25-lb. box, peeled	0 23	.....
Fancy, 25-lb. boxes	0 24	.....
Practically peeled, 25-lb. boxes	0 22½	.....
Extra choice, 25-lb. box, peeled	0 26	.....
Raisins—		
California bleached, lb.	0 17	0 18
Extra fancy sulphur bleached, 25s	0 17	.....

Seedless, 15-oz. packets	0 15½	0 16
Seeded, fancy, 1-lb. packets ....	.....	0 14
Seeded, 15 oz. packets ....	.....	0 15
Seedless, Thompson's, bulk	0 16	0 18
Seedless, 16-oz. packets	0 16	0 18
Do., Bakers, Thompson's, 50s	0 16	0 18
Crown Muscatels, 25s	0 14	0 16

Demand For Beans is Now Active

Toronto.

BEANS.—The situation in beans is unchanged. There is a very good demand for the same, the movement being more active just now than for some time past. Limas are quoted a little higher at from 12 to 12½ cents per pound. Supplies, while showing marked declines, are still fairly heavy.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$ 4 00	.....
Do., hand-picked	4 25	.....
Japanese Kotosashi, per bush.	4 50	.....
Rangoons, per bushel	3 00	.....
Limas, per lb.	0 11½	0 12

Black Pepper Now Quoted at 35 Cents

Toronto.

SPICES.—Black pepper is quoted lower this week at 35 cents per pound. Other quotations are unchanged, although the market is much firmer again. Quotations on cloves are higher in New York because of heavy London buying. Cream of tartar that has been showing declines of late is again turned upward, and prices are very strong.

Allspice	0 18	0 25
Cassia	0 33	0 45
Cinnamon	0 45	0 60
Cayenne	0 30	0 35
Cloves ....	.....	0 50
Coriander	0 30	0 45
Horbo — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 50
Pastry	0 35	0 40
Pickling spice	0 22	0 30
Vace	0 90	1 10
Peppers, black	0 38	.....
Peppers, white ....	.....	0 47
Panrika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s ....	.....	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 40	0 45
Celery seed, whole ....	.....	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 70	0 75
Tumeric ....	.....	0 30
Cream of Tartar—		
French, pure	0 75	0 80
American high test ....	.....	.....
2-oz. packages, doz.	1 40	.....
4-oz. packages, doz.	3 50	.....
8 oz. tins, doz.	6 75	.....

Tea Prices May See Advances

Toronto.

TEAS.—There is no change in the tea market, but dealers are anticipating higher prices for the reason that it is not unlikely that another tax will be placed on teas in the forthcoming budget of the Dominion Government. Some dealers believe that the tax will only be on foreign teas, and that British teas will be given preference just as is the case in England. If such procedure is followed it will likely mean an advance in Java's and the cheaper grades of teas.

Pekoe Souchongs	0 46	0 48
Pekoes	0 45	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 40	0 45
Javans and Chinas—		
Early pickings, Javans	0 53	0 55
Second pickings	0 48	0 50
Hyson Thirds, lb. ....	.....	0 45
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

New Advances Shown in Coffee

Toronto.

COFFEE.—Stronger prices again prevail in the coffee market, and new advances are recorded this week. Quotations at primary points show gains, and the stronger feeling in New York has been followed by gains here. The general run of pure coffees are quoted at from 40 to 60 cents per pound, while good coffees are selling at from 48 to 50 cents per pound. Jobbers state that quotations will show still further advances, and the lines now selling to the trade at from 48 to 50 cents will sell at 54 cents.

Coffee—		
Java, Private Estate	\$ 50	\$0 50
Java, Old Government, lb. ....	.....	0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaibo, lb.	0 41	0 43
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica ....	.....	0 50
Mocha, lb.	0 46	0 48
Mocha, Arabian, lb. ....	.....	0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 41	0 42
Santos, Bourbon, lb.	0 41	0 42
Ceylon, Plantation, lb. ....	.....	0 48
Chicory, lb. ....	.....	0 30

Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Chase & Sanborn, of Montreal, have advanced their half pound package of coffee to 50 cents, their pound packages to 49 cents and the two pound packages to 48 cents per pound.

Honey and Maple Syrup Steady

Toronto.

HONEY, MAPLE SYRUPS.—Quotations on honey are unchanged. There is not a great deal available, this of course being the off season for this product. Maple syrup is only in fair supply and receipts are light compared with a year ago.

Honey—		
Clover—		
10-lb. tins	0 25	.....
60-lb. tins ....	.....	0 24
Buckwheat, 60-lb. tins, lb. ....	.....	0 20
Comb, No. 1, fancy, doz.	3 75	4 25
Do., No. 2, doz. ....	.....	3 00
Maple Syrup—		
3½-lb. tins, 10 to case, case	15 75	.....
Wine qt. tins, 24 to case, case	14 00	.....
Wine ½ gal. tins, 12 to case, case	14 00	.....
Wine 1 gal. tins, 6 to case, case	13 00	.....
Imperial 5 gal. cans, 1 to case	12 00	.....
Maple Sugar—		
50 1-lb. blocks to case, lb. ....	.....	0 27

Brisk Demand Exists For Shorts

Toronto.

MILLFEEDS.—Easier prices are ruling on bran and shorts. There is a good demand for shorts but inquiry for bran is slow. Should the strike at Winnipeg be prolonged dealers think there might be a scarcity of both bran and shorts.

Bran, per ton	43 00	In carlots, track
Shorts, per ton	45 00	.....

Movement of Ontario Flour is Slow

Toronto.

FLOUR.—The market for Manitoba flour is unchanged. It is this flour that is supplying the export demand. The

movement in Ontario winter wheat flour is a little slow, and supplies are only moderately heavy. It is now quoted at \$11.

WINNIPEG MARKETS

Honey Quiet

At High Prices

Winnipeg.

HONEY.—While the present time is never considered to be a big season for honey, the demand is greatly curtailed on account of the high prices prevailing.

Strike Causes Run

On Evaporated Milk

Winnipeg.

EVAPORATED MILK.—Possibly due to abnormal local conditions, on account of the general strike, there is an unprecedented demand for evaporated milk, condensed cream, Klim, and similar products.

Advance Announced

On Virginia Peanuts

Winnipeg.

NUTS.—Peanuts have advanced in the Virginia markets from one cent on the lower grades to two cents on the best nut.

Frosts in Brazil;

Coffee Affected

Winnipeg.

COFFEE.—It is reported from sources that are considered reliable that the Santos crop has been damaged by frost. Coffee is now being sold at lower levels than will be possible when spot stocks require to be replenished from primary markets. Coffee at present prices is considered by those in a position to know good buying.

Green Coffee—

Rio, No. 7	0 26	0 28
Santos, fine old crop	0 30	0 32
Bourbon		0 30
Mexican	0 36	0 38
Bogota A	0 36	0 38
Costa Rica	0 37	0 40

High Prices Curtail Maple

Products Consumption

Winnipeg.

MAPLE SYRUP.—It is claimed regarding maple syrup that owing to the high ideas of the farmers, business in this line has not been pushed as aggressively as it otherwise would have been; the high prices resulted in a curtailment of consumption. At the present time the stocks of maple syrup are being disposed of at prices much lower than the new season's prices to the consumer would justify.

Bean Market Firm

At Low Levels

Winnipeg.

BEANS.—This line continues firm at low prices. Some business is being consummated in B.C. white beans, and also enquiries have been received from On-

FLOUR		
Government Standard, 74% Extraction.		
Manitoba Wheat Flour, in carload shipments, on track, bbl.	.....	\$11 00
Ontario Winter Wheat Flour in carload shipments, track, bbl	.....	11 00

tario which would seem to indicate that Ontario beans are moving out. It is regretted by the jobbers that the Burma bean was introduced to this market, as it is claimed that the consumption of beans has been decreased as a result of disappointment in this variety. The bean consumption had already fallen away owing to the closing up of construction operations in camps.

Raisin Market Bare;

Smyrna Figs Expected

Winnipeg.

DRIED FRUITS.—There has been an unprecedented demand for raisins recently, owing, it is said, to prohibition. Muscatel raisins are practically cleaned up, in fact all raisins are out of the hands of growers, and are being sold between jobbers at high prices. The California raisin people have not named their opening prices yet, and the probability is of the demand being in excess of the supply, but the deliveries being on a pro rata basis. A speculative spirit has entered into the raisin market, and from all centres of demand larger orders are being sent in than are warranted, it is said.

FIGS.—As soon as a durable peace is signed large stocks of Smyrna figs, which are packed and warehoused, ready for shipment at Smyrna, will be immediately shipped with despatch to this market to fill orders already taken, and as California prices are expected to be high, there seems to be a tendency for the trade to await developments. Whether California or Smyrna figs reach this market, the price will at any rate be high.

AUSTRALIAN RAISINS.—There will be arrivals of Australian raisins for this market during the latter part of June. Prices will be rather stiff, the trade says, but are said to have more body to them than the Californias for baking purposes.

EVAPORATED APPLES.—During the coming fall season we shall find the market cleaned up on this line, brokers say, there being only small supplies in the hands of jobbers at present, held at firm prices.

All Factors Tend

To Make Jams High

Winnipeg.

JAMS.—While jam manufacturers have not yet named their opening prices it is intimated that they will be fairly high. There are various factors that are responsible, mainly the scarcity of small fruits, higher sugar, higher labor. Another interesting feature in this regard is this fact—some of the Eastern jam manufacturers import considerable small fruits from the United States, so that to a certain degree what

affects the American market is felt here. The fact that a million or more American soldiers learned to appreciate jams while overseas, to an extent unknown at home, has given a great impetus to the jam business in the United States in the same way as it did on the Canadian side. Prohibition has also affected the consumption of sweets of all kinds.

Onions Scarce;

Apples Lower

Winnipeg.

VEGETABLES AND FRUIT.—Local cabbage is off the market. Onions are very scarce, those available selling at 12c per pound. California celery is off, but Florida is selling at \$10 per case. Florida tomatoes sell at \$10 and Mexican at \$7. Asparagus in 18 lb. crates sell at \$3. Cuban pineapples are selling at \$7.50 per case. Arkansas strawberries, 24 quart cases, at ten dollars. A few crates of cherries arrived from California and sold for \$5.50 per 8 lb. crate. Washington winesaps quoted \$6 box. Mississippi cabbage selling at 12c. Florida new potatoes in 45 lb. hampers, \$7. Florida cucumbers, per hamper, of 6 doz., \$7. Cars are rolling from Crystal Springs with an assortment of cabbage, cucumbers, green and wax beans, peas, beets, carrots, etc., and should be ready for distribution about May 23.

Cucumbers, doz	3 00	3 25
Cabbage, Cal., new	.....	0 12
Cabbage, lb., local	.....	.....
Beets	.....	0 07
Carrots	.....	0 07
Head lettuce (case)	3 50	4 00
Turnips, cwt.	.....	4 00
Onions, silvers and yellows, lb.	.....	0 12
Radishes, doz.	.....	.....
Parsley, imported, doz.	.....	0 40
Celery, Florida	.....	10 00
Cauliflower, doz.	.....	4 00
Potatoes, 10-20 bush. lots, bush.	.....	0 90
Tomatoes, Florida	.....	10 00
Onions, green, 10 doz. box, per doz.	.....	0 50
Asparagus, 10 doz. box, per box	.....	3 50
Oranges	7 00	8 00
Lemons, Cal.	5 00	7 00
Bananas, lb.	0 08½	0 09
Strawberries, case, qts.	7 00	8 00
Rhubarb (Man. hothouse)	.....	0 18
Rhubarb (Washington), 40 lb. box	.....	2 50
Grapefruit, Cal., case	.....	5 50
Grapefruit, Florida, case	6 00	8 00
Cherries	7 00	8 00
Apples—		
Boxes	.....	6 00

Fresh Halibut

Declines 2c Per Lb.

Winnipeg.

FISH.—Considerable stocks of fish are carried in the Winnipeg wholesale warehouses. The strike conditions have not altered the volume of sales to date in any noticeable particular. Prices remain unchanged with the exception of fresh halibut, which is quoted at 20c, this being a decline of 2c.

LAKE FISH

Whitefish (cleaned), lb.	0 12½
Whitefish (frozen), lb.	0 12
Pickel, lb.	0 13
Pickel Fillet, lb.	0 35
Frozen Trout, lb.	0 16
Fresh Trout	0 20
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09½
Frozen Goldeye, lb.	0 07½
Speckled Trout, lb.	0 35
Fresh Salmon	0 30

SEAFISH

Fresh Halibut	0 20
Frozen Halibut, lb.	0 20
Frozen Salmon, lb.	0 20
Fresh Salmon, lb.	0 30

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, May 20.—Several advances are reported, particularly in provisions this week. Crisco has again advanced, this time showing a gain of 50 cents per case. Cooked hams are up a cent per pound; peamealed backs, two cents; belly bacon, three and a half cents; and smoked hams, one cent per pound. Northwest soda crackers also show an advance of a cent. Gold Dust and Fairy soap have reverted to their former prices. Pure lard, threes, are now selling at \$21.30. Creamery butter is slightly easier at 58 to 59 cents.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 80
Do., No. 2		3 95
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 31½	0 34½
Butter, creamery, lb.	0 58	0 59
Do., dairy lb.	0 35	0 40
Lard, pure, 3s, per case	0 21	0 30
Eggs, new-laid, local	14 00	14 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Apples, gals., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, titted		6 40
Apples, evaporated	0 22	
Do., 25s, lb.	0 23	
Apples, evaporated lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s		0 15
Do., 60-70s		0 21
Do., 40-50s		0 24
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	8 00
Lemons, case	6 00	6 50
Grapefruit, California		7 00
Strawberries, 20 basket crate		5 25

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 20.—Another advance in lard occurred yesterday, bringing the quotation for 3's up to \$21.60. Crisco took another jump to-day of 50 cents a case, the new price being \$12.70. Lobster has also taken a sharp advance of \$1.00 per case for halves. Rolled oats, barrels, have gone up to \$3.86 and rice has jumped to \$8.55 per cwt. New prices on sago and tapioca are 11¼c and 11½c, respectively. New cucumbers on the market are commanding \$3.50 per

dozen. No change this week is reported in the butter and egg market. Milk prices in Regina declined at the rate of one cent per quart on May 17th. Bread prices advanced one cent per loaf.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	3 86
Rice, Siam, cwt.	8 55
Sago, lb.	0 11¾
Tapioca, lb.	0 11¼
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 50
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 86
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Grapefruit	3 00
California oranges	7 00
Pineapples	8 50
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 21.—Large quantities arriving have caused further depression in the butter market. Creamery is selling at from 46 to 49 cents; dairy at from 43 to 45 cents; tubs, 42 to 44 cents. Eggs also are running two cents lower. Potatoes are strong at from \$4 to \$4.25. Oranges are selling at from \$6.50 to \$8; bananas at from 8½ to 9 cents. A few apples left are selling at from \$6 to \$6.50. New Florida tomatoes are \$10 per crate, and pineapples are now being offered at from \$7 to \$8 per crate.

Flour, No. 1 patents, bbls., Man.	12 50
Cornmeal, gran., bags	5 75
Cornmeal, ordinary, bags	3 70
Rice, Siam, per 100	8 75
Molasses	0 88
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 46
Eggs, case	0 44
Breakfast bacon	0 38
Butter, creamery, per lb.	0 46
Butter, dairy, per lb.	0 43
Butter, tub	0 42
Margarine	0 33
Lard, pure, lb.	0 36½
Lard, compound	0 29
American clear pork	56 00
Beef, corned, ls	4 90
Tomatoes, 3s, standard, case	3 90
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 00
Corn, 2s, standard case	4 30
Peas, standard case	2 90

Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00
Cohoos	11 50
Chums	15 00
Evaporated apples, per lb.	8 50
Peaches, per lb.	0 20½
Apricots, per lb.	0 24
Potatoes—	
Natives, per bbl.	4 00
Onions, Can., bag	4 25
Do., Bermuda, per crate	4 50
Lemons, Cal.	6 50
Oranges, Cal., case	6 50
Grapefruit, case	6 50
Bananas, per lb.	0 08½
Apples, box	6 00
Pineapples	7 00

WINNIPEG MANAGER OF W. G. PATRICK & CO. RETURNS FROM OVERSEAS

R. C. Blackburn Returns After Four Years' Service—Wm. Murray of the Same Firm Also Back from the Front

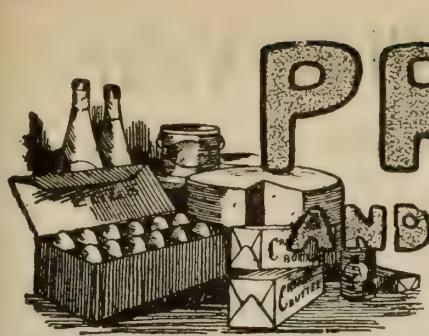
Sub-Lieutenant R. C. Blackburn, R.N.V.R., who was manager of the Winnipeg office of W. G. Patrick and Co., at the outbreak of the war, was in Toronto this week and is leaving for Winnipeg immediately to resume his duties in Winnipeg. Mr. Blackburn, as soon as war was declared, dropped his work and made tracks for the scene of activities, and he has been there or thereabouts for the past four years. His many friends in the trade will certainly be glad to see him back again.

William Murray, also of the W. G. Patrick and Co. Winnipeg staff, returned from the front recently and is back in harness in Winnipeg. Many readers of CANADIAN GROCER will remember the very interesting letter from Mr. Murray that appeared in this paper about a year ago.

NEW FIRM WILL DEAL IN GROCERY SPECIALTIES

A new firm, operating under the name of Watson, Stalker Ltd., has opened offices at 53 Front Street East, Toronto, handling wholesale grocery specialties. M. J. Watson, was connected with the Eby-Blain Co., wholesale grocers, Front Street, Toronto, for fifteen years, and for the past five years has been identified with the Frankford Canning Co. J. M. Stalker has for the past thirty-two years been associated with Eby-Blain as accountant.

R. N. Notter, who has been serving in France for over two years, recently returned to Toronto, and is with his brother in the grocery business, at 208 Danforth Ave. Previous to going to war Mr. Notter and his brother were in business on Davenport Road. They just recently purchased their present business on Danforth Ave. from T. R. Franklin.



PRODUCE AND PROVISIONS

Eggs and Poultry Somewhat Scarce

Export Business and Movement Into Storage Have Forced Egg Prices to High Levels—Poultry Receipts Very Light Even Under High Buying Prices

A FAIRLY good consumptive demand, an unprecedented demand for export at this season, and the movement into storage keep the market firm, with a tendency to advance. There is a feeling in trade circles that egg prices at country points have gone too high and some of the trade state they will not follow them, as they believe they are dangerous. There is apparently, however, a sufficient number who are still buying to cause very keen competition for supplies. Country shippers in Ontario report having paid country stores during the week from 44 to 46c, very few at 44c. It would seem from reports to hand that 45 to 46c will be the price paid to stores this week. In some sections 46c is now the established price. Prices to country dealers in the West range around 44-47c, delivered, cases returnable. Ontario country shippers report sales during last week at 47 to 48½c f.o.b., cases returnable, and some are now asking 49c f.o.b. Reports from Ontario country points generally indicate a falling off in production, judged from the receipts. The quality continues excellent, except that dirty and soiled eggs are quite numerous, due to the excessive wet weather. Recent wires from the prairie provinces to Eastern dealers quote 48c f.o.b., cases included. Receipts in Manitoba and Saskatchewan are keeping up fairly well, though a falling off is reported in Alberta. Quality is on the whole good, though some shipments show some partly incubated eggs.

The United States markets have been steady, with a tendency to harden. Warehouses are filling up. There is no shortage of stock, but the indications are that there will be demand for all the stock available. No decided change in prices is looked for the time being.

Poultry Very Scarce

Dealers say no matter how much they offer for fresh-killed and live poultry, their receipts do not increase. The country is said to be cleaned up of old fowl and chickens, and farmers refuse to part with laying fowl. Broilers are increas-

ing slowly and are finding a ready market. Montreal Jew traders are offering 42 to 43c, delivered, for old fowl (alive) and are not getting enough to satisfy the demand even at this price.

With regard to frozen poultry, it is a question now if there is sufficient of some varieties left in Canada to supply domestic trade. Quotations have again been advanced on some classes during the past few days.

The United States markets are reported steady to firm for fresh-killed poultry. Receipts of live poultry at the consuming centres are moderate. Buyers are operating very cautiously, only buying sufficient for their requirements from day to day. Slight fluctuations are in evidence, according to supply and demand, and the market may be termed about steady. There is a better feeling in storage poultry. Home consumption is not what might be called brisk, but there is a steady movement and with a continuation of the export demand, holders are more confident of a satisfactory wind-up.

United States reports indicate much better conditions as regards storage stocks, both eggs and poultry showing a marked increase over last year.

The following is the United States Department of Agriculture's report on storage stocks May 1st, 1919:

Eggs—

May 1st, 1919, 434 houses	3,249,526 cs.
May 1st, 1919, 429 houses	3,247,972 cs.
May 1st, 1918, 429 houses	2,949,641 cs.

Increases 298,381 cs.

Poultry—

May 1st, 1919, 302 houses	71,014,248 lbs.
May 1st, 1919, 283 houses	70,034,197 lbs.
May 1st, 1918, 283 houses	26,229,919 lbs.

Increase 43,804,278 lbs.

BRITISH EGG PRODUCER WANTS IMPORT EGGS SO MARKED

LONDON, May 6 (Special)—The suggestion that all foreign eggs entering the U. K. should be marked in such a way as to distinguish them from the home-laid article is receiving the consideration of the British Board of Agriculture.

A well-known authority on English poultry hails the present as the psychological moment for giving effect to the suggestion and obtaining a Magna Charta for the British "New Laid." Describing the position of the poultry farmer he says: "They like myself are convinced that were foreign eggs duly marked as such the superior quality and freshness of our own would be so apparent that the average consumer would only fall back on crate eggs as a dire necessity. But under present conditions the consumer is scarcely allowed to know what he is buying; as for the producer he is in the position of the butter manufacturer vainly trying to compete with a margarine maker, who is not compelled to reveal, and who does not reveal, the identity of his produce."

Meat Slicer Helps to Hold Trade

Business Improved Since Installation and Much Waste Eliminated—Merchant Would Not be Without Equipment

G. GLOCKLING, 201 King St., is strong in his advocacy of the meat slicer, which he installed in the front of his store a few months ago. "I wouldn't be without it now," he told CANADIAN GROCER. "The service it gives is invaluable. People get the thickness of the meat they require and there is absolutely no waste. Before I installed it I lost trade. People want

their meat cut with a slicer and not done roughly, as is so often the case when done by hand. They would go where they could get it properly sliced. The outlay has been money well spent, and it has more than paid for itself. One can also serve meat sliced at a moment's notice, and its time-saving advantages are alone valuable."

Should Push Fish Sales This Year

Tendencies are Downward on Fresh Fish—Will Make Selling Easier—Prospects for Big Yields are Very Bright—Settle this Matter of Selling Early and Take The Profits

Based on an interview with J. A. PAULHUS

INDICATIONS point strongly to the likelihood of fish being plentiful this year. The oldest fishermen on the seacoast report indications that are usually borne out in subsequent experience. For instance, the prevailing winds have much to do with the yield, stated Mr. Paulhus, to CANADIAN GROCER. And this year these have been eastern winds. This means, according to the statements of the old fishermen, that there will be a big yield of fish, for these winds carry the fish shoreward. They are thereby driven to points where they will be available to the fishing craft. In addition to their nearness to the coasts, the fish are also driven inland, the lakes, rivers and streams receiving an influx of the finny tribes, which will make better fishing and more of it.

Prices to be Low

Mr. Paulhus believes that the tendencies downward which have been recorded for some weeks past, will continue. "Codfish and haddock, for instance," he said, "have sold in Boston as low as 1½¢ per lb., from the producer to the wholesaler."

This is a very low quotation, and it would seem that prices are about to return, on some varieties at least, to their pre-war level. In fact, Mr. Paulhus is of the opinion that halibut and salmon, mackerel, herring, lobster and smelts, will all be lower, and that they may reach levels that were prevailing in 1914. All this depends upon a variety of conditions, of course. It is taken for granted that the catches in the present season will be large, and that the season will be even better than the average.

Another factor contributing to the belief that prices will be lower, is that there is still a large surplus of frozen fish in storage. "These will sell extensively to the ocean-going boats, of course," said Mr. Paulhus. They are large buyers of fish in the frozen state, and take them into their refrigerating rooms for use on the voyage.

Coast Fishing Good

The price tendency has been reflected in the lowering of quotations over recent weeks on halibut. This is coming to hand, from both the Atlantic and the Pacific fishing centres, and the basis for buying is more favorable weekly. If these two lines, salmon and halibut, continue to decline in price, there should be a revival of business for them that will total much larger than the business of last year. They are firm, wholesome and palatable, and make a ready appeal to the housewife. And it may be assumed that if these are on a favorable

price basis, the other and cheaper varieties will be on a more favorable parity with such quotations.

There is many a slip in the fishing game as well as in other lines of business, but with a good start already made in coastal fishing and with yields favorable thus far, it is hoped that these encouraging conditions will continue.

As yet it is quite impossible to say what the yield will be from the lakes and rivers. "Some of the Laurentian lakes are still half filled with ice, and little or no fishing is being done," said Mr. Paulhus.

Time to Advertise

It would be safe to say that it is always time to advertise—the grocery business at any rate, but it should be a particularly good time, and an opportune one now, to advertise fish. If prices are lower, let the public know. They will appreciate the fact that you are protecting their interests, and by advertising fresh fish in a consistent manner you will get business.

It is not necessary to take a lot of space in the daily of the weekly newspaper. The information that you have

fresh fish, and the price of it, can be put in brief, but convincing form. It will be well to so arrange your copy that the reader will be tempted, even compelled, to place an order for a pound or two or salmon, halibut, etc., "just fresh from the sea by fast express." All folk who eat fish like to have it fresh. It can be delivered to them in a very palatable manner, if orders are placed to have the same delivered on ice, regularly to yourself. Regular, prompt shipments are essential.

PLENTY OF DEMAND FOR CANADIAN PRODUCE

H. B. Thomson Says Prospects for Canadian Goods in Britain are Good

According to the recent statement of H. B. Thomson, as outlined in a press despatch from England, where he is acting in an advisory capacity to the Canadian Trade Commission, the prospects for Canadian produce in the British markets are very bright indeed. Producers can sell all the Canadian bacon they can make, he states. Europe will also take all the fats, lards, etc., can be shipped. Cheese and Canadian butter will also be big sellers. Canadian eggs are badly wanted, and Canadians should speed up the production of poultry. Generally speaking, all Canadian trades which have sent men over have done well, and as the news spreads around the Old Land they will do better.

CANADA TO WORK WEST INDIAN MARKET

Business men in England are looking for Canada to develop a strong export market for Canadian goods in the British West Indies now held largely by products from the United States, says the American Chamber of Commerce in London.

The favorable export balance of the U. S. was gained principally because of lack of shipping from Great Britain and of concentration on war productions. Both England and Canada now import more from these Islands than they export to them.

It is estimated therefore that Canada, because of her nearness, will make an effort to restore a favorable export balance, and Canadian competition may be looked for in those lines which have formed the bulk of the U. S. exports to the West Indies; foodstuffs, clothing, shoes, cotton manufactures, coal, coke, oils and building materials.

FIRMS REPRESENTED BY SAINSBURY BROS.

In the "Who Is Agent For" Directory in the Annual Spring Number the firms represented by Sainsbury Bros. were inadvertently omitted.

So that the trade may have the complete list at hand, they are given herewith:—

California Prune & Apricot Growers, Inc.

California Walnut Growers' Association

California Bean Growers

California Lima Bean Growers

Pratt-Low Preserving Co.

North Ontario Packing Co., Los Angeles, Cal.

Sainsbury Bros. have offices in the Board of Trade Building, Toronto; Confederation Life Bldg., Winnipeg, and in the St. Nicholas Building, Montreal. The head office for Canada is in Toronto.

CANADIAN GROCER suggests that readers file this list on one of the Directory pages of the Spring Number so that whenever the information is wanted it will be at hand.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 20—Features of the week in the produce and provision market are not so marked as usual, but there are important changes. Indications, in a general way, point to rather firm prices being maintained. Hogs declined 50c during the week and there may be still lower prices. Receipts, however, have not been very heavy. Dressed hogs are down also. Butter is very firm and prices have advanced in the country. There is no quotable change in the list, however, from last week. One of the features of the week is that of an advance of one cent for cheese, all around. It was definitely stated in last week's CANADIAN GROCER that "There may be a firmer position for cheese," and this has now materialized. Eggs are firm, but unchanged. Poultry prices are down, on ducks and fowl. Live and boiled lobsters are also lower in price, fresh haddies and frozen halibut and mackerel being on a lower price basis.

Prices Revised;

Hogs Lower

Montreal

FRESH MEATS.—Prices have been under revision downward in all Canadian hog markets the past week, and here the loss is about 50c net per 100 pounds. Prices on dressed stock have consequently been under revision, and regular run of lightweights are selling at \$30 per 100 pounds. Sows and country dressed grades are lower too. There was a fair run of hogs early this week, but this was not over heavy. No changes have been recorded on beef, the prices continuing high.

Hogs, live	21 50	.....
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	30 00	
Sows (heavy)	25 00	
Hogs (country dressed)	27 00	

Fresh Pork—

Leg of pork	0 37	
Leg of pork (trimmed)	0 38 1/2	
Loins (trimmed)	0 43	
Tenderloins, lb.	0 46	0 48 1/2
Spare ribs	0 24	
Trimmed shoulders	0 27	0 28

Fresh Beef—

(Steers and Heifers)	(Cows, Lamb, Veal)		
\$0 29	\$0 34	Hind quarters..	\$0 27 0 30
0 17	0 22	Front quarters..	0 17 0 20
0 42	0 44	Loins	0 35 0 38
.....	0 32	Ribs	0 30
.....	0 19	Chucks	0 18
.....	0 30	Hips	0 29
Calves (as per grade)	0 16	0 22	
Lambs, 30-40 lbs. (whole carcass), lb.		0 34	
No. 1 Mutton (whole carcass), lb.		0 25	
Sheep	0 20	0 26	

More Ham Selling;

Cured Prices Held

Montreal

CURED MEATS.—Prices have held this week on various cured meats, the undertone being firmer by reason of the activity of the market. With summer resort trade opening soon, and with deliveries to outside points already being made by the retail grocers, there is bound to be a considerable activity. Both hams and bacon are steadily firm. A further reduction in live hog prices may serve to somewhat lower quotations on cured meats, however.

Cured Meats—

Hams—

Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 41 1/2	
14-20 lbs.	0 41 1/2	
20-25 lbs.	0 37 1/2	
25-35 lbs.	0 34 1/2	

Bacon—

Plain	0 43	0 48
Boneless and trimmed		0 56
Bacon—		
Breakfast, per lb. (as to qual.) ..	0 44	0 45 1/2
Roll, per lb.	0 35 1/2	0 38

Dry Salt Meats—

Long clear bacon, ton lots....	0 29 1/2	0 30 1/2
Long clear bacon, small lots..	0 30 1/2	0 31 1/2
Fat backs, lb.		0 32

Barrel Pork—

Canadian short cut (bbl.) 30-40 pieces	68 50	
Clear fat backs (bbl.) (40-50 pieces)	67 50	
Heavy mess pork (bbl.)	54 50	
Bean pork (bbl.) (American) (60-80 pieces)	53 00	

Held Basis For

Cooked Meats

Montreal

COOKED MEATS.—With the outlook favorable for a steady demand from summer camps, cooked meats will doubtless enjoy a larger sale from this time forward. In the meantime prices have held quite steadily and there are no quotable changes to report.

Head Cheese	0 13	0 15
Meat loaf with macaroni and cheese, lb.		0 29
Choice jellyed ox tongue		0 52
Jellied pork tongues		0 42
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 53
Hams, cooked	0 50	0 54
Shoulders, roast	0 44	0 48
Shoulders, boiled		0 44
Pork pies (doz.)		0 85
Blood pudding, lb.		0 12

Top Prices Still

Hold For Lard

Montreal

LARD.—Firm prices are still prevalent in this market on lard. This is quite in accord with the high rates prevailing on live hogs, notwithstanding the fact that hog prices have somewhat lowered. For demand is active, and with this big movement supplies are readily absorbed, although no shortage is imminent.

LARD, pure—

Tierces, 400 lbs., per lb.	0 35	
Tubs, 50 lbs., per lb.	0 35 1/4	0 35 1/2
Pails, 20 lbs., per lb.	0 35	0 35 1/2
Bricks, 1 lb., per lb.		0 36

No Reductions

On Shortening

Montreal

SHORTENING.—Nothing of importance has characterized the market during the past week, prices being firmly maintained here on a steadier basis. There is a satisfactory movement to the local and country trade.

Tierces, 400 lbs., per lb.	0 27	0 27 1/2
Tubs, 50 lbs.	0 27	0 27 3/4
Pails, 20 lbs., per lb.	0 27 1/2	0 28
Bricks, 1 lb., per lb.		0 29

Active Demand and Steady is Margarine

Montreal

MARGARINE.—Makers of oleo-margarine in Canada as well as importers from without, will doubtless take comfort in the fact that a more established trading condition is constantly manifesting itself. It is apparent that this commodity is here to stay, for with public support it is doubtful if restrictions will be made to again debar this from public purchase. In any event the demand is satisfactory in this section, supplies are continually going forward, and prices are maintained without change.

Margarine—

Prints, according to quality, lb.	0 35	0 38 1/2
Tubs, according to quality, lb.	0 32	0 34 1/2

World Wants Butter,

So Prices High

Montreal

BUTTER.—With large demand from many sources, with a readiness to buy on the part of buyers seeking export quantities, and at even higher prices than those obtaining locally, the market here holds steadily firm. Advances were made during the week at different country points, keenness of bidding being responsible for this.

In the matter of production, receipts at Montreal do not show a great change from last year. Comparative records show that receipts this year to date, from May 1, are 2,043 packages in excess of those received in the same period of 1918.

BUTTER—

Creamery prints, fresh made..	0 57
Creamery solids, fresh made..	0 56
Dairy prints	0 49
Dairy, in tubs, choice	0 48

Lively Trading

Advances Cheese 1c

Montreal

CHEESE.—It was definitely stated in CANADIAN GROCER'S report last week that higher prices might come on cheese. This has now become established, quotations advancing one cent all around on the various grades. Bidding at the factories over the various cheese-making districts has been particularly keen, and fancy offers have been made

and sales effected. So long as the buyers continue anxious for supplies, and with a good export demand likely to manifest itself, low prices are improbable. At one factory on Monday of this week, 31 7-16 was bid and paid for a quantity of cheese, while at other points there was keen bidding for stock at advanced prices.

Large, per lb.	0 29
Twins, per lb.	0 30
Triplets, per lb.	0 31
Stilton, per lb.	0 31
Fancy, old cheese, per lb.	0 30

Egg Prices Rule

Without Change

Montreal

EGGS.—While a very insistent demand continues for eggs for export account, prices scored no advance, but are firm at the quotations of last week. Now that the setting season is over there may be a continued large production of eggs in the country, and at the attractive prices obtaining the farmers will doubtless give intensified production their attention. Trading continues very heavy in a domestic way.

New-laid	0 52
Selects	0 51

Ducks Sell For

Less; Fowl, Too

Montreal

POULTRY.—Larger production and a considerable satisfying of available orders for export quantities of poultry have been factors favorable to the local price basis. Ducks are quoted down this week three to four cents per pound. Old fowl are also selling at two cents per pound less than the prevailing quotations of last week. Live poultry receipts are better. Much of the local Jewish demand takes this stock, and domestic business is reasonably satisfactory. Production of ducks is much larger in this district and hatches are still coming off.

Chickens, roast (3-5 lbs.)	0 39	0 40
Chickens, roast (milk fed)	0 44	0 45
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks		
Brome Lake (milk fed green)	0 17	0 18
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 50	0 50
Turkeys (young)	0 32	0 33
Ceese	0 32	0 33
Old fowls (large)	0 36	0 36
Old fowls (small)	0 32	0 32

Lobster Prices

Drop; More Supply

FISH.—The biggest feature of the week in this market is the decline of lobster prices, both for live and boiled. The latter are as low as 18c to the trade, so that trading in these will probably be much more active now. There have been arrivals during the week of fresh lake fish, doree, trout and whitefish being in evidence, and at more favorable prices. The tendency of the fish market, generally, is a lowering one. Bulk oyster trade reflects the effects of the New York expressmen's strike. Mackerel from Boston and New York has been received, and also shad. All these are still on a high price basis.

FRESH FISH		
Carp, per lb.	0 09	0 10
Bullheads (dressed)	0 13	0 13

Gaspereaux, each	0 06	0 06
Haddies	0 12	0 13
Fillet Haddies	0 18	0 18
Haddock	0 07 1/2	0 08
Halibut, Eastern	0 21	0 22
Halibut (Western)	0 20	0 21
Steak Cod	0 10	0 11
Market Cod	0 07	0 08
Flounders	0 10	0 10
Prawns	0 40	0 40
Pike—lb.	0 12	0 13
Live lobsters	0 23	0 24
Boiled lobsters	0 18	0 20
Salmon (B.C.) per lb., Red	0 29	0 30
Lake trout	0 19	0 20
Mackerel	0 20	0 20
Shrimps	0 35	0 40

FROZEN FISH

Gaspereaux, per lb.	0 06 1/2	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06 1/2	0 06 1/2
Mackerel	0 11	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05 1/2	0 05 1/2
Whitefish, small	0 11	0 12
Sea Herrings	0 07 1/2	0 08
Steak Cod	0 08	0 08
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17 1/2	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	6 00
Alewires	0 05 1/2	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)	0 20	0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 19	0 19
Boneless cod (2-lb.)	0 23	0 23
Shredded codfish (12-lb. box)	2 50	2 50
Dried codfish (100-lb. bbl.)	20 00	20 00

PICKLED FISH

Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	12 00	12 00
Do., half barrel	6 25	6 25
Mackerel, barrel	34 00	34 00
Salmon, Labrador (200 lbs.)	26 00	26 00
Salmon, B.C. (200 lbs.)	24 50	24 50
Sea Trout (200-lb. bbls.)	25 00	25 00
Turbot (200 lbs.)	17 00	17 00
Codfish, tongues and sound, lb.	0 15	0 15
Eels, lb.	0 16	0 17

OYSTERS

Cape Cod, per barrel	16 00	16 00
Ratouche, per barrel	15 00	15 00
Scallops, gallon	4 50	4 50
Can No. 1 (Solids)	2 50	2 50
Can No. 3 (Solids)	7 50	7 50
Can No. 5 (Solids)	12 50	12 50
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	9 00

SUNDRIES

Paper Oyster Pails, 1/4 per 100	1 75	1 75
Crushed Oysters Shell, 100-lb.	\$1 60	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25	2 25

ONTARIO MARKETS

TORONTO, May 20—Practically all fresh pork and pork products show further advances this week, the continued strong position of the market for live hogs being the cause. Butter is also stronger, and cheese is up from one to two cents from last week. Eggs are very firm. Poultry is unchanged and fish are a little light in supply.

Advances Shown

On All Fresh Pork

Toronto.

FRESH MEATS.—Quotations on fresh pork show almost general advances. The strong position of the market for live hogs is necessarily reflected in these quotations on meats. Legs of pork this week are quoted to the trade at from 37 to 38 cents, and loins of pork at from 41 to 42 cents. Tenderloins are selling at from 48 to 50 cents per pound. Some lines of beef are also marked higher, and calves are up a couple of cents at from 20 to 24 cents per pound.

FRESH MEATS

Hogs		
Dressed 70-100 lbs., per cwt.	\$27 50	\$29 00
Live, off cars, per cwt.	22 25	22 25
Live, fed and watered, per cwt.	22 00	22 00
Live, f.o.b., per cwt.	21 75	21 75

Fresh Pork—

Legs of pork, up to 18 lbs.	0 34	0 38
Loins of pork, lb.	0 40	0 41
Tenderloins, lb.	0 46	0 47
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 27	0 27
New York shoulders, lb.	0 28	0 28
Montreal shoulders, lb.	0 29	0 29
Boston butts, lb.	0 33	0 33

Fresh Beef—From Steers and Heifers

Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 19
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 33	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c	per lb.	below

above quotations.

Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 22	0 25

Above prices subject to daily fluctuations of the market.

Higher Prices

On Boiled Hams

Toronto.

COOKED MEATS.—Higher prices are quoted this week on the boiled and roast hams. The former are quoted at from 54 to 57 cents per pound, and the roast hams at from 53 to 57 cents. Roast shoulders, without dressing are selling at from 46 to 47 cents.

COOKED MEATS

Boiled hams, lb.	0 54	0 57
Hams, roast, without dressing lb.	0 53	0 57
Shoulders, roast, without dressing, per lb.	0 46	0 47
Head Cheese, 6s, lb.	0 00	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 25	0 00
Choice Jellied Ox Tongue, lb.	0 53	0 54
Pork and Tongue, lb.	0 00	0 34

Above prices subject to daily fluctuations of the market.

Prices on Hams and Bacon Very Firm

Toronto.

PROVISIONS.—Few changes are noted in quotations on provisions this week. The market is very firm, prices already being at record figures for hams and bacon. Medium hams are offered at from 41 to 43 cents per pound, and large ones at from 33 to 38 cents per pound. Bacon is selling all the way from 42 to 50 cents per pound. Dry salt meats and barrel pork show no changes.

Hams—

Medium	0 41	0 43
Large, per lb.	0 33	0 38

Bacon—

Skinned, rib in	0 48	0 50
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Boneless, per lb.	0 50	0 52
Bacon—		
Breakfast, ordinary, per lb.	0 42	0 43
Breakfast, fancy, per lb.	0 48	0 50
Roll, per lb.	0 31	0 36
Wiltshire (smoked sides), lb.	0 39	0 40

Dry Salt Meats—
Long clear bacon, av. 50-70 lb. 0 30 0 31
Do., aver. 70-100 lbs. 0 29 0 30
Fat backs, 16-20, lb. 0 29
Out of pickle, prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess pork, 200 lbs.	60 00	
Short cut backs, bbl., 100 lbs.	60 00	
Pickled rolls, bbl., 200 lbs., heavy	57 00	59 00
Do., do., do., lightweight	59 00	60 00

Above prices subject to daily fluctuations of the market.

Demand Boosts the Egg Market

Toronto.

EGGS.—There is keen competition for all the eggs that are being offered in the country, and in spite of the fact that supplies are fairly plentiful, prices are advancing. Dealers are paying from 46 to 48 cents in the country for them. New-laid are selling at from 51 to 52 cents, and new-laid in cartons at from 53 to 54 cents.

Eggs—

New laid in cartons, doz.	0 50	0 52
New laid, doz.	0 49	0 50

Prices shown are subject to daily fluctuations of the market.

Prices of Butter Show Advances

Toronto.

BUTTER.—Higher quotations again feature the butter market this week. The Toronto market is largely influenced by that at Montreal. The demand for export is the biggest factor in the stronger market, and while there is not any butter going overseas just now, supplies being only sufficient for domestic needs, the fact that a demand exists is having its influence on the situation. Creamery prints are selling to the trade at from 55 to 57 cents, and fresh separator dairy butter at 50 cents. Dealers are paying 54 cents for creamery butter, delivered Toronto.

Butter—

Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 55
Dairy prts, fresh separator, lb.	0 50	....
Dairy prints, No. 1, lb.	0 46	0 48

Cheese Quotations Continue Higher

Toronto.

CHEESE.—Quotations on cheese continue upward. The absence of any restrictions on prices, increases competition, and high prices are being paid at the board throughout the country. Dealers are paying from 30 to 30½ cents per pound. New large cheese are selling to the trade at 32 cents, and new Stiltons at from 33 to 35 cents.

Cheese

Old, large	\$0 34	\$0 35
New, large	0 30	0 31
Stilton (new)	0 31	0 32
Twins ½ lb. higher than large cheese.	Triplets	1½c higher than large cheese.

Margarine Sells Well At Steady Prices

Toronto.

MARGARINE.—There continues to be a good sale of margarine at steady prices

in spite of the freer offerings of butter. All brands are reported as selling freely.

Margarine—

1-lb. prints, No. 1	0 34	0 35
Do., No. 2	0 31	0 33
Do., No. 3	0 27	0 28

Solids, 1c per lb. less than prints.

Lard Advances a Cent Per Pound

Toronto.

LARD.—The market in lard is stronger this week, quotations ranging from 35 to 36 cents, tierce basis. The generally upward tendencies in live hogs and all pork products are also being felt in lard.

Lard, tierces, 400 lbs., lb. 0 35 0 36
In 60-lb. tubs, ¼c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening at a Higher Figure

Toronto.

SHORTENING.—Quotations on shortening are also higher this week, dealers quoting it at from 27½ to 29 cents.

Shortening, tierces, 400 lbs., lb. \$0 27½ 0 29
In 60-lb. tubs, ¼-½c per lb. higher than tierces; pails, ½-¾c higher than tierces, and 1-lb. prints, 1½-1¾c higher than tierces.

Spring Chicken is Selling High

Toronto.

POULTRY.—Prices show no changes in the poultry market. The past week has seen some offerings of spring chickens. Dealers sold a few at 60 cents, live weight, per pound, and at 65 dressed. Otherwise the demand is being met almost entirely by supplies of frozen poultry.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$...-\$0 35	\$...-\$0 40
Turkeys, old, lb.	0 40-0 42	0 40-0 42
Do., young, lb.	0 32-0 35	0 45-0 48
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	0 33	0 35
Fowl, over 6 lbs., lb.	0 35-0 40	0 35-0 40
Fowl, under 4 lbs., lb.	0 28	0 30
Chickens, under 5 lbs., lb.	0 30	0 32
Chickens, over 5 lbs., lb.	0 26-0 32	0 35
Chickens, over 5-lbs., milk fed, lb.	0 38	0 38

Prices quoted to retail trade:

	Dressed
Hens, heavy	\$0 35 \$0 37
Do., light	0 34 0 36
Chickens, spring	0 38 0 40
Ducks	0 40 0 42
Turkeys	0 47 0 50

Fish Supplies Are a Little Light

Toronto.

FISH.—Fish are inclined to be a little scarce. In the fresh lake herring dealers state that Lake Erie herring are held at such high figures that they are almost prohibitive. White fish are selling at from 20 to 22 cents. Mulletts have been pretty well cleaned up around 5 cents per pound. Quotations on frozen fish are unchanged.

FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 09	0 10
Halibut, lb.	0 22	0 23
Flounders, lb.	0 07	0 10

FRESH FROZEN SEA FISH

Cod Steak, lbs.	0 09	
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.	0 10	
Flounders, lb.	0 08	0 10

Gasperaud, lb.	0 05½	0 07
Haddock, lb.	0 22	0 23
Halibut, medium, lb.	0 20	0 21
Do., chicken, lb.	0 21½	0 22
Do., large, lb.	0 06	0 07
Herring, lb.	0 11	0 11
Mackerel, lb.	0 19	0 19
Salmon, Cohoe, lb.	0 12½	0 15
Do., Qualla, lb.	0 23	0 24
Do., Red Spring, lb.	0 21	0 23
Do., Gaspe, lb.	0 09	0 09
Smelts, No. 2, lb.	0 17	0 17
Do., No. 1, lb.	0 25	0 25
Do., Extra, lb.	0 07	0 07
Tomcods, lb.		

FRESH LAKE FISH

Lake herring, lb.	0 12	0 12
Trout, lb.	0 17	0 17
Whitefish, lb.	0 25	0 25
Mulletts, lb.	0 05	0 05

FROZEN LAKE FISH

Herrings, Lake Superior	0 08	0 08
Do., Lake Erie, lb.	0 06	0 06½
Mulletts, lb.	0 07	0 08
Pickrel, lb.	0 14	0 15
Pike, round, lb.	0 07	0 08
Trout, lb.	0 17	0 18
Tullibee, lb.	0 09	0 10
Whitefish, lb.	0 11	0 11

IMPROVED FREIGHT RATE CONDITIONS WILL OPEN NEW MARKET

Access to a new import market and more facilities for the export of Canadian goods will be afforded by an early change in railway freight tariffs on Canadian transcontinental railways.

The close of the war brought about changed steamship conditions and lower rates on steamship lines operating from China, Japan, India and other points in the far east to Atlantic ports, via the Panama canal. More tonnage, formerly under requisition by the Allied Governments, was released for services and the old markets that had been almost at a standstill during the war again stood with beckoning hands.

In order to facilitate trade between Canada and these markets of the far East it was decided that the Canadian transcontinental railways would make several adjustments in present rail rates from Vancouver to points in Eastern Canada. This would enable them to secure a share of the traffic through the port of Vancouver, and open a medium for an increased business between Canadian firms and the far East.

The tariffs are now in the course of preparation and the effective dates will be announced later. With the publication of new rail rates, it will enable Canadian importers to take advantage of the fast steamship services from these far distant ports to Vancouver and then by rail to destination. By this route shippers are able to obtain through bills of lading from shipping point to final destination. This is a very important feature at the present time.

CATALOGUES AND BOOKLETS

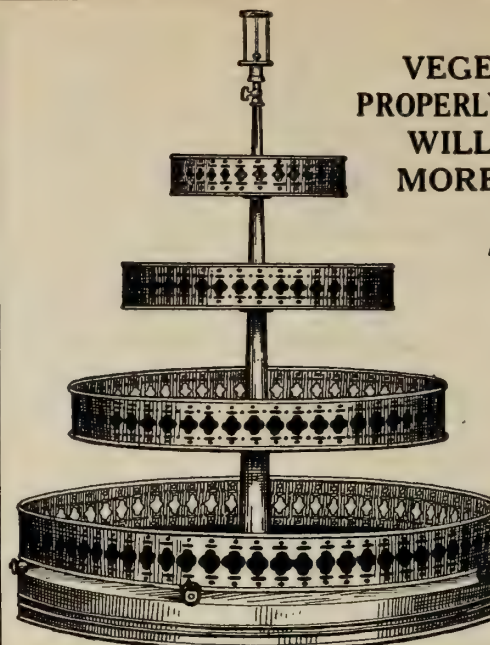
Red Rose Tea Co., Front St. E., Toronto, have for a number of years issued a half-holiday announcement card that retailers have found very valuable. It is in connection with the afternoon closing movement. It points out that "This store will close on Wednesday afternoon during, etc." Another supply has been prepared for this year and any merchant desiring one may have it for the asking. There is a blank left for the name of the day which the retailer fills in himself.

Hams

Hams are cheaper than either Breakfast or Back Bacon. We have them Smoked for either Boiling or Frying. We have them Pickled for Boiling only. We have them also cooked ready to serve and we have them fresh for roasting. Small, Medium and Large in Size. Let us have your order for them.

F. W. FEARMAN CO
LIMITED
HAMILTON

**VEGETABLES
PROPERLY DISPLAYED
WILL BRING
MORE TRADE**



Illustrated
Catalogue
on
Request

DISPLAY STAND and MIST MACHINE

Keeps Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

THE W. A. FREEMAN COMPANY, LIMITED
HAMILTON - ONTARIO

Branches at TORONTO MONTREAL WINNIPEG

ARCTIC COUNTER REFRIGERATOR IN TWO SIZES:

No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs.

No. 998—96 inches long, 27 inches wide, 36 inches high; shipping weight, 775 lbs.



*It's Easy to Sell More When
YOU Make Suggestions*

**LET THE ARCTIC COUNTER REFRIGERATOR
MAKE THEM FOR YOU CONTINUALLY**

Just arrange your perishables on its clean, white tile floor and slatted wood trays and watch the way people act on its influence.

Right in front of customers as they step in your store they can't miss its contents so temptingly fresh in its refrigerated compartments. Will speed up a slow moving perishable as readily as your regular lines.

You're going to need plenty of refrigeration this summer. Protect your perishables without having to hide them away. Get an Arctic Counter Refrigerator. It's a necessity in every well-managed provision store. The cost is small. Write for free catalogue to-day.

JOHN HILLOCK & CO., LIMITED

Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 86 Crescent St., Montreal; Geo. Cameron, Sparter St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Are You Sure That Your Customers Are Satisfied?

You can be assured of this by supplying the well-known, the tried and true brands. "EASIFIRST" is one of these—a tried and proven success.

Your customers ask for "EASIFIRST" because it is always uniform; there is no uncertainty about results. "EASIFIRST" is a particularly good summer shortening because it is not easily affected by warm temperature.

THE MARKET IS STRONG.

Phone Junction 3400

GUNNS LIMITED

WEST TORONTO



A recognized leader---

sells the whole year 'round

BETTER than explanations, easier than excuses, stronger than argument, is the unalterable and recognized superiority of LEA & PERRINS', the original Worcestershire Sauce. Keep a full stock at all times.



Lea & Perrins

The Original
Worcestershire
Sauce

will increase your turnover. No risk—quick profits—no possibility of complaints. LEA & PERRINS' reputation backed up by extensive advertising is a sure repeater and a source of constant revenue to your store.

Harold Seddon
Canadian Representative

137 McGill St.
MONTREAL

JAPAN TEAS



The market is now open in Japan for first crop tea. Prices average fifteen cents pound higher than last year and quality is not as good.

Our prediction during the past three months that "higher prices were inevitable" is now justified.



We purchase and distribute over one million pounds each year and give close attention to the market situation for the benefit of our clientele and—"incidentally our business."

We give honest advice when making sales and are not in sympathy with the sometimes modern business principle of "LET THE BUYER BEWARE."



Customers who have acted upon our advice recently and made purchases at the low prices prevailing on local markets will realize satisfactory profits.

BEAR IN MIND—All our sales are made upon the policy of

GUARANTEED
SATISFACTION

OR

RETURN AT
OUR EXPENSE



We are TEA SPECIALISTS.

Permit us to advise you on your trade requirements.

A very few minutes of your time will secure our attention and profitable returns for your business.

KEARNEY BROS., LIMITED

Wholesale Tea Merchants

33 St. Peter St.

MONTREAL

ESTABLISHED 1874



Profitable to handle

The public generally are fast becoming familiar with the delicious and appetizing qualities of wholesome and nourishing sea foods.

Meet this popular demand with Brunswick Brand which will always satisfy discriminating people and give you a sizeable profit.

Order a trial supply from your wholesaler:

- ¼ Oil Sardines
- Finnan Haddies
- Kipperd Herring
- Clams
- ¼ Mustard Sardines
- (Oval and Round Tins)
- Herring in Tomato Sauce



Connors Bros., Limited
BLACK'S HARBOR, N.B.

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London"
Codes (Private): A. B. C. 4th and 5th Editions,
Western Union and Bantleys.



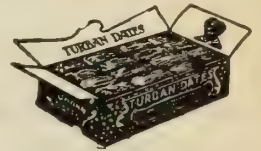
Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban Dates

BRAND BUSREH



IN CARTONS. Cases each 60 nominal pounds

Turban Puddings

COMPLETE

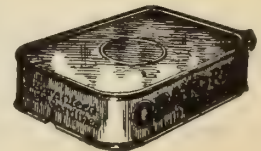


Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application

Went to War

The Government took it all for the boys in the trenches—one hundred million cups of it. The firing line had to have the best. Now that the war is over—your grocer has it again.



Back from the War

HOME AGAIN

On the Market since 1909

At the Front since 1914

E. Washington's REFINED Coffee

CANADIAN SALES AGENTS:

Grocers' Specialty Company, 167 William St., Montreal, Canada

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO



Goodbye, Mr. Potato Bug!

POTATO growers have absolute confidence in Munro's Pure Paris Green. They know that its application to potato plants means sure death to the destructive little pest that has ruined so many potato crops.

Farmers and gardeners who know how to grow big crops of potatoes are the big users of

Munro's Pure Paris Green (Government Standard)

Their business is worth cultivating. They won't be satisfied to try a new bug powder when Munro's Paris Green is to be had. Get them into your store and earn their good will by supplying this sure-killer they believe in.

Munro's Paris Green comes carefully and strongly packed, put up in $\frac{1}{2}$ lb. and 1 lb. cartons, 25 and 50 lb. drums, 250 lb. kegs and in barrels.

Keep your stock in shape.

Order from your wholesaler or direct

McARTHUR, IRWIN, LIMITED

MONTREAL

Established 1872

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

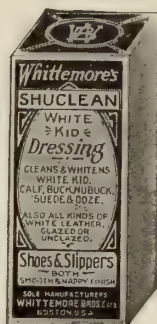
CONFECTIONERY MARZIPAN CHOCOLATE



Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



Quality **Whittemore's** Variety
Shoe Polishes
The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.
Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.
Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.
Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.
Albo white cake canvas and buck dressing in metal box. 2 sizes.
Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.
Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.



The Biggest Thing in the Store

IMPERIAL Parowax, Imperial Ioco Liquid Gloss, and Imperial Household Lubricant are big sellers because they are necessities in every household.

There is use for one of these three products in the home every day. Each housewife should have a stock on her pantry shelf.

The need is there, you only have to display them on your counter to receive many calls a day for one or all of these products.

Imperial Parowax, Imperial Ioco Liquid Gloss and Imperial Household Lubricant are put up in convenient household packages. Each sale offers a splendid margin of profit—much more than that offered by most competing lines.

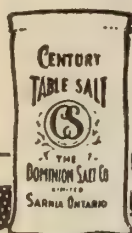
You can satisfy your customer with these high quality lines for they are better values than any other.

Put them on the counter and in the window—they are the biggest thing in the store.

IMPERIAL OIL LIMITED

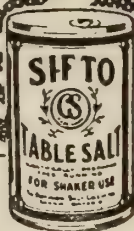
Power - Heat - Light - Lubrication
Branches in all Cities

CENTURY SALT



A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

SIFTO SALT



Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

MINTO BROS. TORONTO

Originally Established 1873

Teas and Coffees

Forty-Six Years in the Tea Business

Benefit by our long experience in the blending of bulk teas of quality. Send us your next order and prove that better profits are possible by selling Minto Teas.

Our Package Teas are Superior

Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Current, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce ...	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce ...	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality 1 62½	
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand; each 48 cans	8 25

Challenge Clover Brand, each 48 cans	7 75
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EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.80.	
English Brawn—½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—½s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey—½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$8.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

Nothing is left to chance in making MALCOLM'S



Every bit of energy we are capable of is ever directed towards making Malcolm's the standard of goodness in milk products.

The fact that the demand for Malcolm's is growing is a pretty accurate indication that we have succeeded. More and more grocers are pushing Malcolm's all-Canadian Milk Products in preference to all others.

Try a sample supply if you're not already handling them.

We deliver 5-case lots to any part of Ontario, Quebec, Maritime Provinces, paying freight charges up to 50c per 100 lbs.

THE
MALCOLM CONDENSING CO., Ltd.

St. George, Ontario

All-Canadian Condensed Milk Company

KING GEORGE'S NAVY

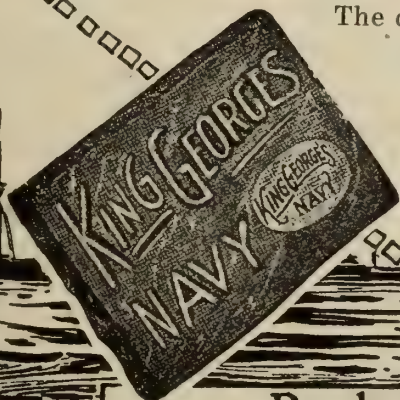
CHEWING
TOBACCO

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats."

The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.



Rock City Tobacco Co., Ltd.

FINEST CRYSTAL GELATINES

Powdered and Sheet
FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

EVERY DOG OWNER

throughout the World

Knows

SPRATT'S

DOG CAKES

and

PUPPY BISCUITS

Will you cater for
those in your town?

Ask your jobber for them or write for
samples and prices to

SPRATT'S PATENT LIMITED

Congress Street, NEWARK, New Jersey, U.S.A.

24-25 Fenchurch Street, London, England.

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.

Mince Meat (ulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.

With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25;

Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25;

Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45;

Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25;

Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.

Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.

Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.

Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.

Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.

Tongue, Ham and Veal Pates—½s, \$2.30.

Ham and Veal Pates—½s, \$2.30. Smoked Vienna Style Sausage—½s, \$2.45.

Pate De Foie—¼s, 75c; ½s, \$1.40. Plum Pudding—½s, \$1.90; 1s, \$3.85.

Potted Beef Ham—¼s, 75c; ½s, \$1.40.

Beef—¼s, 75c; ½s, \$1.00. Potted Tongue—¼s, 75c; ½s, \$1.40.

Potted Game (Venison)—¼s, 75c; ½s, \$1.40.

Potted Veal—¼s, 75c; ½s, \$1.40. Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.

Deville Beef Ham—¼s, 75c; ½s, \$1.40. Beef—¼s, 75c; ½s, \$1.40.

Deville Tongue—¼s, 75c; ½s, \$1.40. Veal—¼s, 75c; ½s, \$1.40.

Deville Meats (Assorted)—¼s, 80c; ½s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles. \$10; 10 oz., \$5.

Ox Tongue—1½s, \$14.50; 2s, \$19.70.

Lunch Tongue (in glass)—1s, \$9.90. Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.

Mincemeat (in glass)—1s, \$3.25. Potted Chicken (in glass)—¼s, \$2.40.

Ham (in glass)—¼s, \$2.40. Tongue (in glass)—¼s, \$2.40.

Venison (in glass)—¼s, \$2.40. Meats, Assorted (in glass)—\$2.45.

Chicken Breast (in glass)—¼s, \$8.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.80.

Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S

MUSTARD

Per doz. tins

D.S.F., ¼-lb. \$2 80

D.S.F., ½-lb. 5 30

D.S.F., 1-lb. 10 40

F.D., ¼-lb.

Per jar

Durham, 1-lb. jar, each ... \$0 60

Durham, 4-lb. jar, each ... 2 25

CANADIAN MILK PRODUCTS, LIMITED,

Toronto and Montreal

KLIM

Hotel \$18 50

Household size 8 25

Small size 5 75

F.o.b. Ontario jobbing points, east of and including Fort William.

Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—

Boxes

40 lbs., Canada Laundry09½

40 lbs., 1-lb. pkg., Canada White or Acme Gloss10

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10½

100-lb. kegs, No. 1 white10

200-lb. bbls., No. 1 white10

30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.11½

48 lbs., Silver Gloss, in 6-lb. tin canisters13

36 lbs. Silver Gloss, in 6-lb. draw lid boxes13

100 lbs., kegs, Silver Gloss, large crystals11

40 lbs., Benson's Enamel, (cold water), per case ... 3.26

Celluloid, 45 cartons, case ... 4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared11½

40 lbs. Canada Pure or Challenge Corn09¾

20-lb. Casco Refined Potato Flour, 1-lb. pkgs.16

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz. ... 1 50

Knox Plain Sparkling Gelatine (makes 4 pints), per doz. ... \$2 00

Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. ... 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs. 1 doz. in case ... \$4.00

2-lb. tins, 2 doz. in case ... 5.15

5-lb. tins, 1 doz. in case ... 5.75

10-lb. tins, 1 doz. in case ... 5.45

20-lb. tins, ¼ doz. in case ... 5.40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. \$0 07¾

Half bbls., about 350 lbs. ... 0.08

¼ bbls., about 175 lbs. ... 0 08¼

2-gal. wooden pails, 25 lbs. ... 2 45

3-gal. wooden pails, 38½ lbs. ... 3 65

5-gal. wooden pails, 65 lbs. ... 5 90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... \$5 65

5-lb. tins, 1 doz. in case ... 6 25

10-lb. tins, ½ doz. in case ... 5 95

20-lb. tins, ¼ doz. in case ... 5.90

(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

Toronto Prices

Pints, 2 doz., case ... 8 80

Quarts, 1 doz., case ... 8 00

Gallons, ½ doz., case ... 15 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz.

1 lb. \$4 00

½ lb. 2 00

Robinson's Patent Groats—

1 lb. 4 00

½ lb. 2 00

NUGGET POLISHES

Polish, Black, Tan, Toney Red and Dark Brown ... \$1 15

Card Outfits, Black and Tan ... 4 15

Metal Outfits, Black and Tan ... 4 85

Creams, Black and Tan ... 1 25

White Cleaner ... 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20

Bobs, 12s ... 1 00

Currency, 12s ... 1 00

Stag Bar, 9s, boxes, 6 lbs. ... 1 08

Pay Roll, thick bars ... 1 25

Pay Roll, plugs, 10s, 6-lb. ¼ caddies ... 1 25

Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. ... 1 08

Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ... 1 12

Forest and Stream, tins, 9s, 2-lb. cartons ... 1 44

PINEAPPLES

This Week is Canning Week

Price now as low as they will be this season. Order now.

We have cars arriving daily direct from steamers at New York.

Our Quality and Prices are Right

The House of Quality

HUGH WALKER & SON

Established 1861

Guelph, Ontario

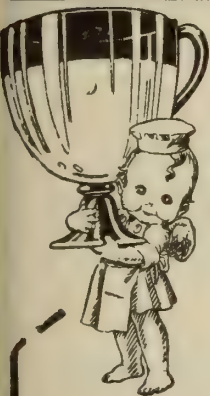
PINEAPPLES For Preserving

Season now on
Stock arriving in Fine Shape

Cabbages Cucumbers
Tomatoes
Strawberries Cherries
Oranges Lemons
Bananas

The House for Quality

WHITE & CO., LIMITED
TORONTO



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectand, Watford,
England.

Freemans
FOOD PRODUCTS
Watford

109

Ask us for

Egg Carriers and Butter Tubs

Walter Woods & Co.
Hamilton and Winnipeg

PINEAPPLES ---- PINEAPPLES

ORDER NOW--prices likely to advance

EXTRA FANCY VALENCIA ORANGES
CALIFORNIA LEMONS and GRAPEFRUIT

We can supply you with the finest brands

DAILY ARRIVALS

Fancy Florida and Hothouse
CUCUMBERS, NEW CARROTS, BEETS,
CELERY, WAX BEANS, CABBAGE
NEW POTATOES in barrels and hampers
FANCY WAX and YELLOW TEXAS ONIONS

PETERS, DUNCAN LIMITED

88 Front St. East

- TORONTO

Branches at: NORTH BAY SUDBURY COBALT and TIMMINS

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:

D. W. Ross Co., Montreal

Mills at

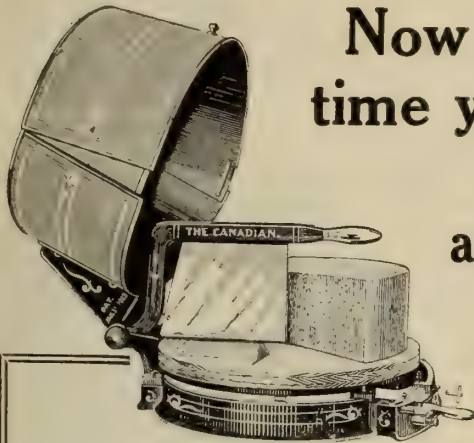
Montreal and Victoria, B.C.

Your customers are buying H. P.—SOMEWHERE

It's short-sighted policy to send good customers elsewhere. Are you supplying them with H.P. Sauce? It sells freely—shows a good profit, and brings you a permanent and growing business. Try a bottle on your own table and you will see why it's selling so freely.

W. G. Patrick & Co., Ltd., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE



The CANADIAN Open

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in $\frac{1}{4}$, $\frac{1}{2}$ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$15.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

Now is the
time you will
really
appreciate
it

57

HEINZ Baked Beans

Tie up your store with our national advertising—use Heinz display material, posters, cards, window trims, booklets and folders. Illustrations like the one at the left furnished free to grocers for their printed advertising. Ask your Heinz salesman.



57

57

57

Have No Hesitation

in choosing

'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.



**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax • N.S.

The Clean Basswood Backs

on all Cane's Washboards present a nice, new appearance that exerts a favorable influence on sales, as compared with backs of darker wood. They are also free from splinters and splinters, and the washing plates are of equally high quality.

Ask your jobber to supply you with an assortment of these "Cane" Washboards.

Diamond King—Glass rubbing plate.

Improved Globe—Zinc rubbing plate.

Original Globe—Extra heavy back, zinc rubbing plate.

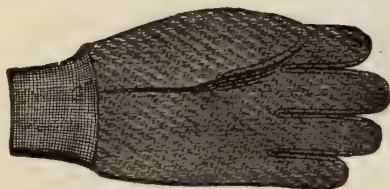
Western King—Enamel rubbing plate.

Jobbers also carry a full line of Cane's Woodenware which includes: Pails, Tubs, Clothes Pins, Bake Boards, Butter Moulds, etc.

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

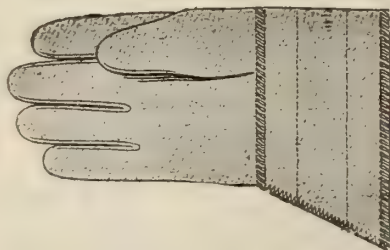
TAPATCO

REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show a n assortment in your windows.



The American Pad and Textile Company
Chatham, Ontario

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3 1/2 lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITS

Soap Powder, case 100 pkgs.	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes	0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

5c LINES

Toronto Prices

Per box

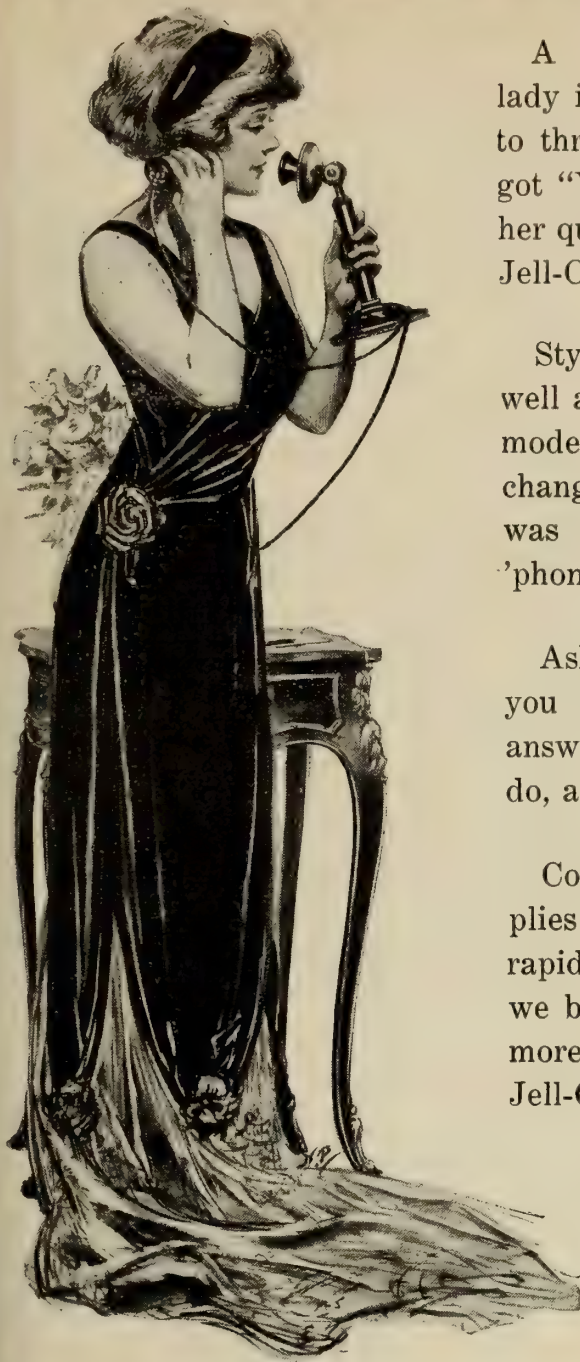
Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

Do you want help or have you something to sell, if so use the classified column in this paper.

TIMES HAVE CHANGED



A dozen years ago the lady in the picture 'phoned to three grocers before she got "Yes" for an answer to her question, "Have you got Jell-O?"

Styles in grocers' stocks as well as women's gowns and modes of hair dressing have changed since the picture was made when the lady 'phoned first.

Ask any grocer now, "Do you sell Jell-O?" and his answer will be, "You bet I do, as fast as I can get it."

Conditions affecting supplies of raw materials are rapidly growing better, and we believe there will be no more delays in delivering Jell-O to the trade.

**THE GENESEE PURE FOOD
COMPANY OF CANADA,
LIMITED**

BRIDGEBURG, ONTARIO

IN CANADA

There will be a big demand this Summer for ARCTIC ICE BLANKETS

THEY REDUCE ICE BILLS BY SAVING ICE. Made of pure vegetable fibre parchment, will not dissolve when wet. One blanket is large enough for a good sized cake of ice and will last about three months.

RETAIL PRICE, 10c. Each
WHOLESALE PRICE, 90c. Doz., \$10 Gross

Put up by

PARKE & PARKE, LIMITED
MacNab St. and Market Sq. HAMILTON, Ont.

COLLECTIONS

Bad accounts are a drain on your efficiency.

Perhaps you have not the time to look after these accounts. If not, and if you are desirous of cleaning these impediments off the slate—then drop us a line. Our service is a competent one and able to collect at any point.

Write now for particulars.

Nagle Mercantile Agency
Westmount, Montreal, Que

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE

The Quality of HOLBROOKS Imported WORCESTERSHIRE SAUCE

is beyond question



Made and Bottled
in England

YOU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy—an exquisite "zest"—to every drop of Holbrooks that wins approval from hard-to-please-people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

Holbrooks, Ltd.
Toronto and Vancouver

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most
of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E.,
England.

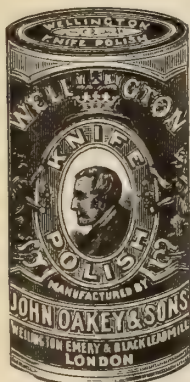
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HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Dominion Spring Clothes Pins



An excellent pin that will
please the housewife. You
can get a supply from any
good Wholesale Grocer or
Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable prepara-
tion for Cleaning and Polishing Cutlery,
etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.

Oranges
California Lemons
and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

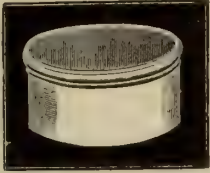
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Latest Editorial Market News



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Buy Now—Butter Cocks, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED
London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

EDMONDSON & PETCH

[Manufacturers of

E. & P. Awnings and Tents

THE BEST IN THE LAND

Write for Price Lists and Measurement
Charts. Address

OTTAWA, CANADA

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers **TORONTO, Ontario**

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

SOCKEYE SALMON RESERVED FOR CANADIAN TRADE

A report has been persistently circulated throughout the country that all this year's pack of British Columbia sockeye salmon has been sold for export and that there will be none left for the Canadian trade.

CANADIAN GROCER discussed this with representatives of the British Columbia Packers' Association and they point out there is no truth whatever in it.

The British Columbia packers have reserved all talls and pound flats and a substantial percentage of sockeye half flats for the trade in Canada.

It is believed these reports have been circulated through the agency of some of the United States packers, the idea being to get in on the Canadian market themselves. The rumor has been widely circulated among the wholesale trade in Canada, many being quite disturbed on account of it.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE

GAS MANTLES.
THE MANTLES THAT YOU...
CAN TIE IN A KNOT WITHOUT
DAMAGE—SUPERSEDE ALL
OTHER STYLES FOR INVENTED
GAS LIGHTS

R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your

**BUTTER, EGGS, POULTRY
Etc.**

We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal

Phones :
Uptown 4620, Uptown 4621, After 7 p.m. Upton 198

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the
Bulletin: Special pains should be taken
to prevent children from
drinking poisoned baits
and poisoned flies dropping
into foods or drinks.

CREAMERY BUTTER

We solicit a trial order so we may convince you that our freshly churned creamery butter is choice. Packed in 60 lb. Print Boxes or Solids. Quality guaranteed. Market prices. Prompt shipments made.

LAMBTON CREAMERY CO., Ltd.
PETROLIA - - - ONTARIO

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED—A MANAGER FOR A GOOD GEN-eral merchandise business. One with dry goods experience preferred, but a real opportunity for any good business head. State experience, age, salary expected, references, etc. Box 628, Canadian Grocer, 143-153 University Avenue, Toronto, Ont.

WANTED — MAN THOROUGHLY EXPERI-enced in the manufacture of chewing gum. Apply stating fully experience and salary desired to Box No. 2225, Post Office, St. James St., Montreal.

SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

*If you want anything
or have anything to
sell this paper will get
you results.*

**WHITE COTTON
SUGAR LINERS
E-PULLAN
TORONTO**

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FOR SALE—NO. 1 CHOICE YELLOW DUTCH Sets at 7 cents per lb. f.o.b. Hensall Station. Ton lots or over 6¼ cents. Sacks at 10 cents each. Sample on request. J. Gascho & Son, general merchants, Zurich, Ont.

DRICK STORE FOR SALE—25' x 60', TWO storeys. Doing business for thirty years. Stock sold and moved away. Ideal location for general business, including hardware, flour and feed. Proprietor has retired. Apply E. Richards, Melbourne, Ont.

FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 5,000 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE OR RENT — GENERAL STORE with dwelling attached in live town on Ottawa-Prescott highway. Well established business. Good reasons for selling. Box 630, Canadian Grocer, 143 University Ave., Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

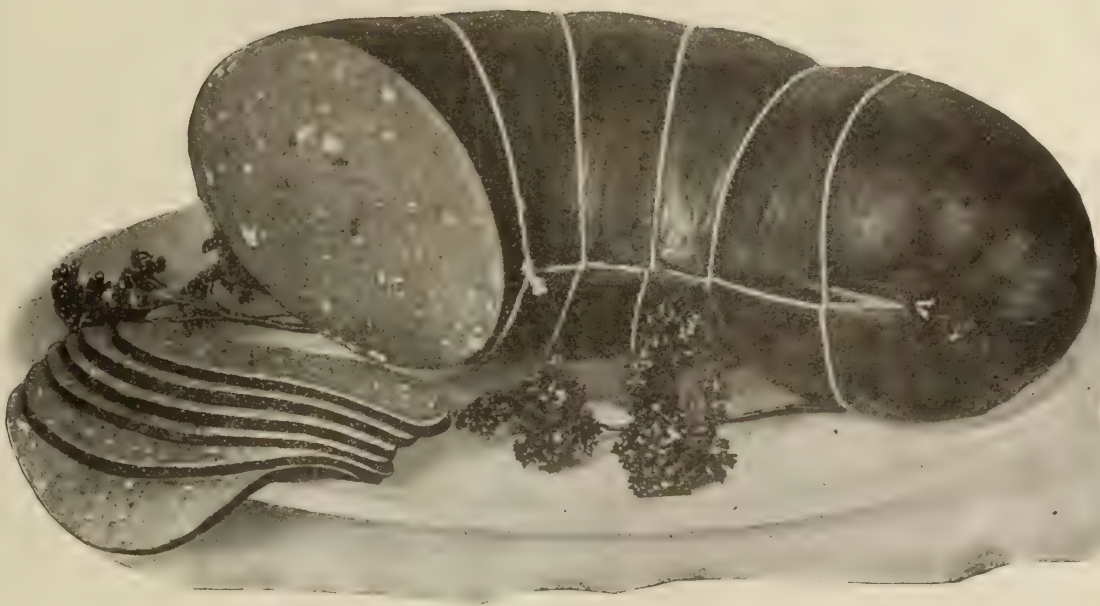
They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

Tasty Treats that tempt your Trade!



DAVIES QUALITY THICK BOLOGNA

A NICE assortment of Davies Quality Thick Bologna—Davies Quality Ham Bologna—Davies Quality “Lake-side” Bologna—and similar lines, displayed on the counter will attract many a customer. A word from you calling attention to these products and suggesting their seasonableness will lead to good business and keep your provision department busy these warmer days. Let us send you a trial assortment.

Order
Today

THE
WILLIAM **DAVIES** COMPANY
LIMITED
TORONTO

Order
Today

Montreal

Canada Food Board Packers' License No. 13-50

Hamilton

DAYTON

Automatic Scale



Old "Father Time" is either for you or against you. The public won't wait in your store when they can get quicker service in your competitor's. And they talk about it, too!

The difference between having enough Dayton Scales and too few is the difference between more trade or less.

Let us send you our latest Dayton Scale Catalog.

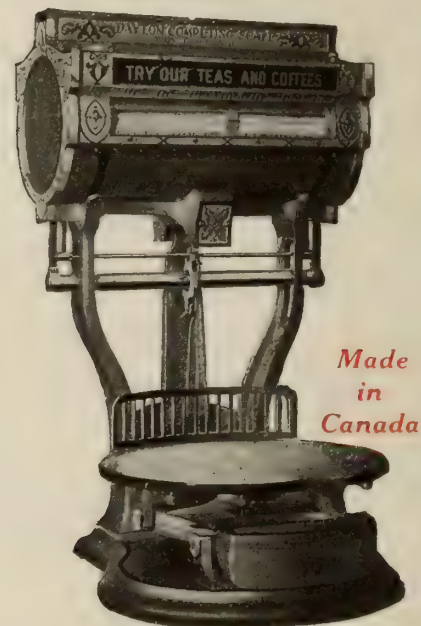
Dayton Computing Scales

Royce and Campbell Avenues, Toronto, Ont.

The International Business Machines Company, Limited, Toronto. Frank E. Mutton, Vice-President and General Manager. Manufacturers Dayton Scales, International Time Recorders and Hollerith Electric Tabulating Machines.

If your salesman have to walk the length of the counter, and push and hurry each other every time they want to use the ONE Dayton Scale you have installed, your business will suffer.

Too many grocers overlook the value of Time—the clerks' time, the customers' time. If your trade calls for two Dayton Scales, get them! You'll be agreeably surprised at the bigger, more satisfied trade they will attract.



Made
in
Canada

"If it's a Dayton, it's Right."

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE : TORONTO, MAY 30, 1919

No. 22

FOR over twelve years the GENUINE-ORIGINAL Kellogg's
Toasted Corn Flakes have always been sold in the Red, White
and Green Package. NEVER CHANGED.

QUICK SELLERS

NOT

SHELF STICKERS

GREATLY INCREASING
ANNUAL SALES



MOST
PROFITABLE
TO HANDLE
AVOID IMITATIONS

KELLOGG'S TOASTED CORN FLAKES are only MADE IN CANADA BY

The Battle Creek Toasted Corn Flakes Co., Limited

Head Office and Plant: LONDON, ONT.

RECOMMENDED BY THEIR QUALITY.....



Imperial Parowax, Imperial Ioco Liquid Gloss, Imperial Household Lubricant—just try these three excellent products in your own home, and you will ever after unhesitatingly recommend them to your customers.

Imperial Ioco Liquid Gloss for renewing the lustre on all finished surfaces—furniture, automobile and carriage bodies. Useful also in cleaning and polishing plate and cut glass.

Imperial Household Lubricant prevents rust and kills the squeaks. As its name indicates, it is just the thing for a phonograph, sewing-machine and typewriter, as well as for other household purposes.

Imperial Parowax seals out the air in preserving. A little Parowax makes the wash day lighter—brightens the clothes, and adds the laundry gloss in ironing, too.

A better value for customers and a more liberal margin for dealers in these than any similar products.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication
Branches in all Cities

Picnic Time will boost your sales of *Borden's*

Every outing party will appreciate the delicious convenience of the Borden Milk Products.

By a frequent Borden display in your windows you will remind folk of Borden suitability for an occasion like that pictured below.

The following five favorites are always worth showing:

Borden's Eagle Brand Condensed Milk.

Borden's Reindeer Condensed Milk.

Borden's Reindeer Coffee.

Borden's Reindeer Cocoa.

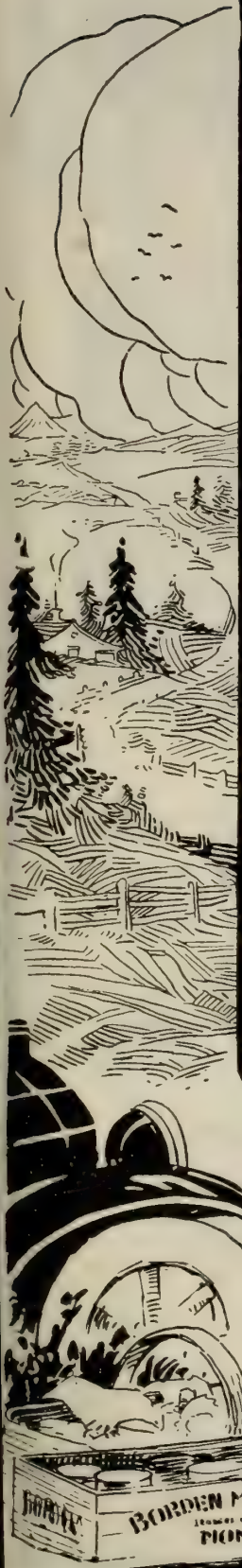
Borden's St. Charles Evaporated Milk.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver





SOME of your customers may imagine that because the Anchor Cap is the tightest seal on the market it is a difficult matter to open up an Anchor Cap sealed container.

The simplicity of the operation is well illustrated by the above illustrations.

Tell your customer this when you sell her an Anchor Cap sealed package. Show her how quickly and how easily the seal may be removed.

Anchor Cap sealed packages make nice displays.

Write for the free Anchor Cap booklet.

**Anchor Cap and Closure
Corporation of Canada, Ltd.**

DOVERCOURT ROAD, TORONTO

CLARK'S PORK AND BEANS



with
Tomato
Chili
or Plain
Sauce



If you want *New* business, if you want
Repeat business, if you want *Increased*
business, Mr. Grocer, carry and display
CLARK'S PORK AND BEANS.
They have

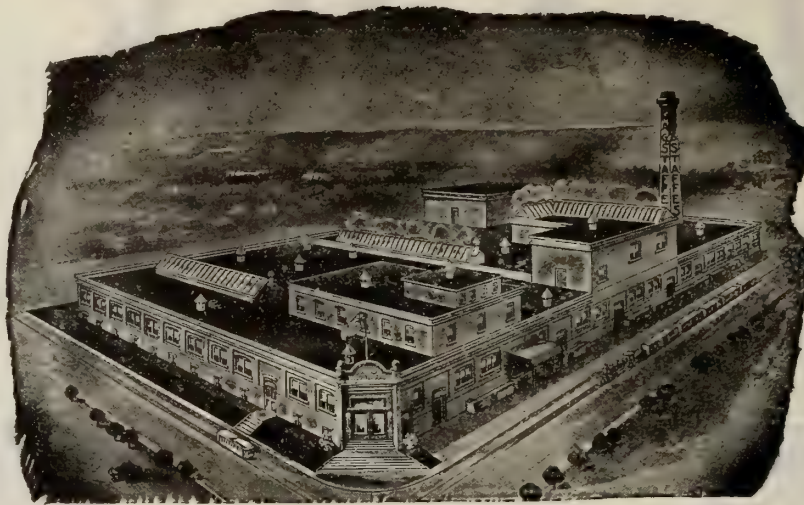
THE REPUTATION, THE QUALITY AND THE SALE

W. Clark, Limited

Clark's

Montreal

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated May 30, 1919

Being No. 36 in the Series

Some of the True Stories

Told by Eddy Co. Paper Bags

PAPER manufactured at the E. B. Eddy plant does not need one word printed upon it to tell important and interesting news. All that is necessary is for the paper to proceed to the Eddy Company paper bag factory and there it will very soon become eloquent as regards affairs outside.

For instance, when the war broke out, and the munitions business began to boom in response to export demand, there was an instant increase in the demand for paper bags from the E. B. Eddy plant to hold explosives. The bags were telling the story that a war was raging, and that Canada's munitions business was active.

The advent of Eastertide is foretold by the output of fine quality Hat and Millinery bags from the Eddy Plant. These paper bags are the aristocrats of the paper bag world. They are of very fine paper, and very finely finished, and they vary in size from 9 x 12 inches up to 25 by 29 inches. And then the mighty army of paper bags which goes forth every day from the E. B. Eddy plant to the Retail Grocers of Canada has a strange way of telling the story of business conditions throughout Canada.

The bags tell the story of hard times in unmistakable terms, for it is a matter of Eddy Company experience extending over a great many lean years and fat, that when the paper bags called for daily by the grocery trade are all in small sizes that means that people are ordering small quantities of goods because purses are not so full as they might be.

But small bags do not always mean hard times. You remember when the Food Controller's regulations affected the amount of cereal goods customers might buy? The paper bags at the Eddy plant had that story too! They are remarkably alert market reporters in that way. Next week you will read here how they are made.



EDDY'S



SELF-OPENING, BOX-SHAPED

GROCERY BAG

Watch for articles in this series describing the making of Eddy paper bags



Give your customers the opportunity of enjoying the New quality and the New food value they will find in

The NEW

Kellogg's

DOMINION CORN FLAKES

Put up only in the Golden Package with the wax-tite wrapper.

Our new method gives you all the rich goodness Nature hides in the finest corn, and makes it better with the inimitable Kellogg flavor which won and held the hundreds of thousands of friends of this famous product.

Our waxtite, air tight, moisture proof package retains all this for you, so perfectly that when you open it you fairly imagine the tempting aroma drifting from our ovens.

When your customers ask for Kellogg's Dominion Corn Flakes, kindly see that they get them. They are only put up in the Golden Package.

Made by

W. K. Kellogg
Cereal Company
TORONTO, CANADA

Copyrighted U.S.A. and Canada, 1919

The Golden Flakes in The Golden Package

They take **KLM** with them

They buy sufficient to cover their needs until they return home which means quantity sales for you.

See to it that every customer of yours who has a Summer home or who spends a vacation "outdoors" takes along a supply of this convenient powdered separated milk.

CANADIAN MILK PRODUCTS Limited

TORONTO

St. John Montreal Winnipeg

Klim is sold by all Wholesale Grocers

Campers, hunters, fishermen and all who spend their Summer vacations away from town find Klim the greatest milk convenience they can take with them.



EUREKA REFRIGERATORS

are

Made in Canada

by

Canadian Workmen

Guaranteed to give
Satisfaction

Eureka Principle
Cold Dry Air Circulation

PATENTED 1886, 1900, 1910, 1914, 1917.

Absolutely Reliable

Built to last a Lifetime

Write for our New Catalog

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Hamilton, Montreal

Best Pineapple Week

Supply Limited. Demand exceedingly heavy.

Order immediately to ensure prompt delivery

Celebrated (Elephant) Oranges

Fresh Car of Winesap Apples

(Extra Fine Quality).

Florida and (Natural Green) Celery

New CABBAGE

„ CARROTS

„ BEETS, Etc.

Kindly Phone, Write or Wire Your Orders.

McBRIDE BROS.

House of Quality

35 Church St. - Toronto

Canadian Food Control Licenses Nos. 3-027 and 3-028

Something New in Appetizers—

MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress, Ltd.

WALKERVILLE, ONT.



KKNOWN quality makes "Nugget" a pleasant and profitable merchandizing proposition for the busy grocer. He has no hesitancy in recommending it, and his customer has none in accepting it. Because of this universal confidence in its quality "Nugget" solves most profitably the question of what shoe polishes a grocer should handle.

Black, Tan, Toney Red, Dark Brown

"Nugget" is sold on a one-price basis that is fair to retailer and wholesaler alike.

The Nugget Polish Co., Ltd.
TORONTO

O'LOANE, KIELY & CO., LTD.

VANCOUVER, B. C.

Wholesale Grocery Brokers, Manufacturers' Agents and Distributors

We offer first-class Intelligent and Reliable Service.

25 years' experience in Wholesale Grocery and Kindred Lines.

WE HAVE experienced specialty Salesmen; Free and Bonded Storage Facilities and Trackage.

We have Reliable Brokerage Connections in every Wholesale City in Canada and in many United States Cities.

WE SOLICIT RELIABLE ACCOUNTS

Import and Export Departments

IMPORTERS—Specializing Oriental produce, including Beans, Peas, Seeds, Rice, Tapioca, Spices, Tea, Coffee, Ceylon Cocoanut, Peanuts, Walnuts, Sulphur, Kauri Gum, Hemp Oil, Cocoanut, Peanut, Cottonseed, Soya Bean, Castor, Chinawood Oil, Fish Oil, Australian Mutton; Packers' By-Products, including Tallow, Grease, Lard, Sausage Casings, Hides, etc.; Cordage, Glassware, Matches, Raw Materials, etc.; Dried Fruits, Honey, Jams, Fruit Pulp, Australian Currants and Produce.

EXPORTERS—Including Canned Salmon, Herring, Clams, Pilchards, Salt Herring and Salmon in barrels, and other Cured Fish; Canned Milk, Canadian and American Canned Fruits and Vegetables, Dried Fruits and Vegetables and other Food Products, Paper, Pulp, Lumber, Box Shooks, Potatoes, Apples, Beans, Peas, Seeds, etc.

Wantmore PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts. Healthful, nutritious and palatable. Physicians recommend it for children. When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more. Its goodness will keep it repeating and you make a good profit on every sale. Ask your jobber for it, or write direct to us.

R. L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed

BY

The Nootka
Packing Co., Ltd.

NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited

VANCOUVER, B.C.

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

Canada Food Board License No. 4-517.

DESICCATED COCOANUT

We import direct from our own
mills at Colombo, Ceylon, and stand
behind the quality of our goods.
The prices we quote are rock-
bottom. Let us quote you on your
next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina,
Saskatoon, Moose Jaw; Tees & Persse of Alberta,
Ltd., Calgary, Edmonton. Newton A. Hill, Toronto,
Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream &
Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax,
N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

ALBATROSS BRAND

TRADE MARK

CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**

PILCHARD

EMPTY CONTENTS WAS GOOD AS CANNED

DIRECTIONS.
WHEN REQUIRED
HOT PLACE THE
CANS BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food
and with the prevailing big demand for
fish dealers will find Albatross Brand
Pilchards a quick-mover and a good
money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

RICE

Wholesale houses are respectfully
requested to enquire for prices on
carloads of Siam and Japan Rice.
Telegraphic messages sent "col-
lect" will be accepted.

S. LOWRIE

825 Powell St.

Vancouver, B.C.

Oranges California Lemons and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

MANUFACTURERS' AGENTS
AND
BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON
GROCERY BROKER
165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO.
VANCOUVER, B.C.
GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

Interested in the
B.C. Market?
We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.
Little Bros. Ltd.
VANCOUVER

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

North West Trading Co., Ltd.
Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING
FREE and BONDED WAREHOUSE
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

SAY YOU SAW IT IN CANADIAN GROCER WHEN WRITING TO ADVERTISERS

SAY YOU SAW IT IN CANADIAN GROCER

This Paper Will Interest Your Clerk---Let Him Read It.

MANUFACTURERS!

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER
Established 1905


Why delay getting your product placed in this market? With an established connection of years' standing we can give you splendid service.

IMPORTERS EXPORTERS

Watson's

FISH PASTE
in 4 oz.
GLASS JARS
Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

BLOATER
ANCHOVY
SARDINE
SALMON



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

Macdonald, Adams Company

Brokers and Manufacturers Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

Say you saw it in Canadian

Grocer, it will identify you.

See Page 72 of this Issue,
it will interest you. It has
helped others, it may help
you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA



The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability.
Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address

149 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does detail work.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding

Prompt Service

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN

Free and Bonded Storage
5 floors---60,000 sq. feet.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

EL ROI-TAN PERFECT CIGAR

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

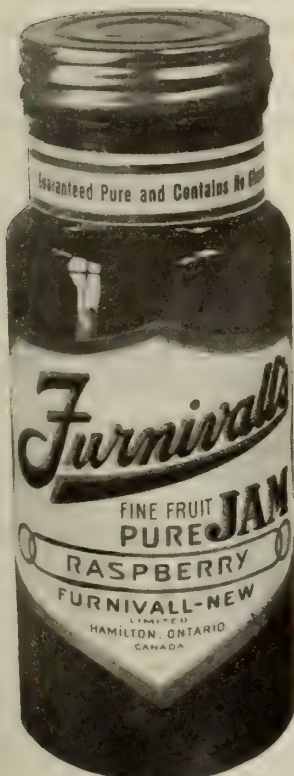
W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.



Furnivall's JAMS

Are you selling
FURNIVALL'S?

Quality grocers everywhere are, and they find it a very dependable profit-maker.

Furnivall's Jam has the quality that makes lasting friendships. That's why it's such a repeater. Try it.

FURNIVALL-NEW,
Limited
Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

OCEAN BLUE

In Squares and Bags.

EVERY woman takes a pride in having spotlessly white household linen. OCEAN BLUE gives the best results in the easiest way.

Give all your customers the opportunity of testing it, and you will soon need to

Order more from your Wholesaler.

HARGREAVES (CANADA) Limited

The Gray Building, 24 and 26, Wellington Street, W., Toronto

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

W.J. SHEELY

*Grocery Broker and
Commission Merchant*

AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.

St. Nicholas Bldg. Montreal

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

MANUFACTURERS

We want Agencies for Food Stuffs

FOR QUEBEC PROVINCE

References: Royal Bank

NAP. MORRISSETTE

18 Jacques Square MONTREAL

WE WANT AGENCIES
For
Confectionery, Chocolates, Etc.
Best References
J. C. THOMPSON & CO.
GROCERY BROKERS MONTREAL

MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

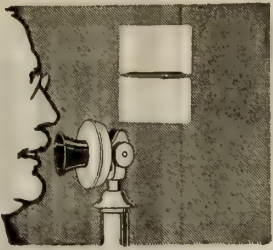
Genest, Genest, Limited, Board of Trade Building **Montreal**

DO YOU NEED ANYTHING ?

If so, turn to page 72 and look it over

The opportunity you are looking for may not be there. Then create your opportunity by advertising. It is easily done. Write a concise description of what you need. Count the words. The rate is small, 2 cents per word for first insertion and one cent for each subsequent insertion. If you want your replies directed in our care the charge for Box is 5 cents per insertion extra.

CANADIAN GROCER, 143 University Ave., Toronto, Ont.



Face Your Telephone

and speak distinctly and directly into the mouth-piece. The person you are speaking to will have no trouble in hearing and understanding you no matter how far away he may be.

The Bell Telephone Co. of Canada

"Good Service.....our true intent."



SUMORE

The Perfect
Peanut

ASK YOUR JOBBER

OR

Montreal Nut and
Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.



FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only 1/2 cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for \$2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Co.)



25% profit for you in selling Scotch Snack

And Scotch Snack sells easily. The housewife has just to realize how good this new product is for Sandwiches, Salads, Croquettes, etc., and she'll buy it regularly.

Every sale of Scotch Snack gives you a margin of 25%.

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

The Cleanest Store in Town

Your reputation as the cleanest store is worth much to you.

People like to trade in clean stores where merchandise is kept spic-and-span.

Dust repels trade—get rid of dust. Dust *cannot* rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing is a wonderful cleaning, wood-preserving preparation which prevents dust from rising.

STANDARD Floor Dressing

Cleans the surface of wood, linoleum and oil cloth thoroughly. One gallon is sufficient for 500-700 square feet of floor space, one application every three or four months will keep floors and shelving clean and prevent dust from rising. Display it on your counter, recommend it to your customers, demonstrate the results by the spotless cleanliness of your own store.

Sold in gallon and four-gallon cans, also half-barrels and barrels.



IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication

Branches in all Cities

Help him "get" those Potato Bugs

THE world requires of Canada this year a bumper potato crop. The big crop will undoubtedly be forthcoming if the potato grower can get the upper hand of his arch enemy, the potato bug. You can help him, and thereby earn his gratitude and good will (to say nothing of a nice profit), by selling him the insecticide that never fails to kill—

Munro's Pure Paris Green

(Government Standard)

Munro's Paris Green is not only the most deadly bug exterminator you can handle but also the most profitable. Everybody knows how effective it is, it doesn't need any introduction or try out. It is *the* certain-sure potato bug killer that every grower acknowledges the best on the market.

Pushing the sale of Munro's Paris Green is a real effort towards the production of a big potato crop. Keep your stock up.

McARTHUR, IRWIN, LIMITED

MONTREAL

Established 1842

Order from your jobber
or direct



MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered



Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)



Trade Mark
Registered

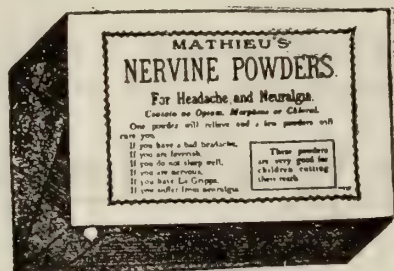
W. C. MACDONALD, REG'D.

Established Over 60 Years

Incorporated.

MONTREAL, QUE.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.



Every good grocer can sell Mathieu's Nervine Powders. Think of the many customers who will appreciate a suggestion like Mathieu's Nervine Powders—a reliable remedy for headaches, neuralgia and other nerve disorders.

Contains no harmful or habit-forming drug. Feature Mathieu's for summer selling.

J. L. Mathieu Co.

PROPRIETORS

SHERBROOKE

QUEBEC

The Megantic Broom Mfg., Co., Ltd.

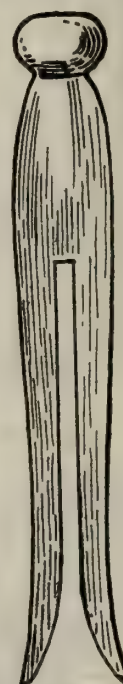
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line**. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada.



**Las Palmas, Canary Islands
Caracas, Venezuela
Paris, France
Bridgetown, Barbados**

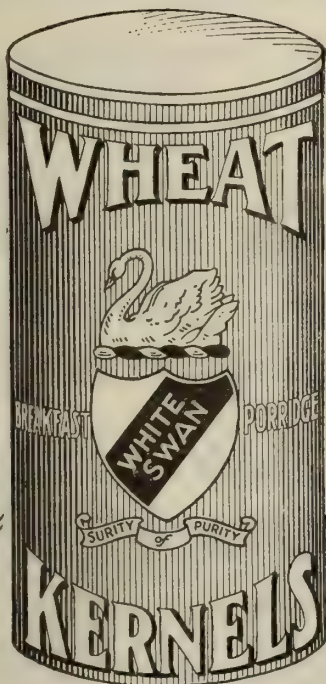
Above are some of the places, selected at random, whence "Salada" goes this week.

In addition to this our Toronto, Montreal and Boston warehouses, (of which Toronto and Boston are quite the largest tea-blending and packing units in America), are turning out enormous quantities to satisfy the public demand throughout Canada and the U.S. In 27 years we have built up the largest packet tea business in the Western Hemisphere solely on account of the *absolute reliability* of

"SALADA"

TORONTO, MONTREAL, BOSTON, NEW YORK, CHICAGO, PITTSBURGH, BUFFALO, DETROIT, LONDON, ENG.

"Your best friend is your best seller"



A Delicious Delicacy in a Big
Air-Tight Package

**WHITE SWAN
WHEAT KERNELS**

Milled from the very heart of No. 1 Northern Wheat grown on the sunny prairies of Western Canada. Makes a really wonderful porridge — tasty, healthful, full-flavored.

Tell your trade how good White Swan Wheat Kernels are, especially for the little folks. Show a few packages on your sales counter.

You'll like the profits.

White Swan Spices & Cereals, Limited
TORONTO : CANADA

Puffed Wheat is again available - tell your customers so.

For eighteen months, to conserve wheat, at the request of The Canada Food Board, we did not puff a wheat berry. Your customers were satisfied to go without this popular puffed product during the war, but they wanted it and are hungry for it today.

A complete battery of gums in our new mill at Peterborough is now busy puffing wheat night and day to supply the demand and will continue doing so as long as our present supply of wheat, suitable for puffing, lasts.

We have not advanced the price of Puffed Wheat - it continues to be \$4.25 per 36 packages.

Order from your wholesaler. Make a display of the goods when you get them - the cash in the till will tell the whole story.

The Quaker Oats Company

Peterborough and Saskatoon
Canada

Take Advantage of Our Publicity

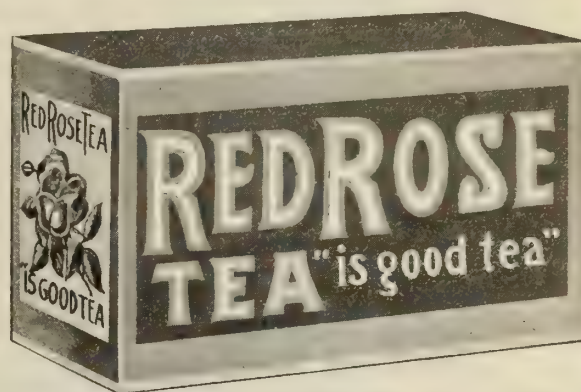
Link up your store with the Red Rose Tea Publicity Campaign, now running in the newspapers, by making a display of Red Rose Tea packages in your window.

Our new Waxed Board Packages are neat and attractive, and are easily arranged to make an eye-catching display.

If you will try one Red Rose Window Display, we believe you will be so pleased with the results that you will make frequent displays in future.

T.H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton



NUTRO PEANUT BUTTER

"The Best Spread There is for Bread"

A delicious and wholesome peanut butter that will please the most critical taste. In 1, 5, 15 and 55-lb. tins.

Agents for Ontario and Quebec: C. Morris & Co., C.P.R. Building, Toronto. For distribution in Manitoba, Saskatchewan, Alberta and B.C., apply to Manufacturers.

Made by **Kelly Confection Company, Limited**
VANCOUVER, B.C.



Bars
Cream Bar
Filbert Bar
Milk Bar

Canada's
Best
Cream Cakes
Peanut Bar

Your assortment is not complete without this line

BAINES LIMITED - MONTREAL

A. W. BARNUM, Winnipeg and Vancouver

This counter display will help sell Keen's Blue for you

It is a good-looking display that gets the people's notice quickly and reminds the good housewife that you're selling her favorite blue—Keen's.

You don't have to "introduce" Keen's. Everybody knows it. They'll buy it with a little effort on your part.

Magor, Son & Co., Ltd.

191 St. Paul Street W.

MONTREAL

30 Church Street, Toronto



Just Consider These Facts, Mr. Manufacturer

Think what it means to your product to have it pushed in the Western field by an organization staffed and equipped with every essential for the getting of quick, definite results.

To have it handled by an organization that's backed by a *purchasing power of Twelve and a Half Million Dollars!*

To have it introduced to the West under the auspices of a house that handles nothing but first quality goods!

If you think the matter is worth investigating write us now for full particulars.

The Consolidated Purchasing Co., Ltd.

313-319 Pacific Avenue, Winnipeg

E. NICHOLSON, General Manager

CANADIAN GROCER

Vol. XXXIII.

TORONTO, MAY 30, 1919

No. 22

Windows the Best Advertisers

W. R. McCaw Finds That His Window's Appeal is His Strongest Argument in Getting Business—Instances Where This Appeal Has Built Business

"MY front window is the best salesman we have," W. R. McCaw, 125 Roncesvalles Ave., Toronto, told CANADIAN GROCER the other day. "I have built up my business by means of the window displays more than any other way, and I believe a merchant can do a great deal for himself by showing his goods attractively in the window. I take a different line each week, and push the sale of it by means of display."

Having a corner store, Mr. McCaw has the advantage of having two large windows fronting on two streets. Naturally he favors the one on the main street, as he declares that there are untold advantages to a merchant to be situated on the main thoroughfare.

Uses Price Cards

"I always have my goods properly ticketed," he pointed out "and let the people know right at once what the goods will cost them. A couple of weeks ago I specialized in canned peas, selling them two cans for 25 cents. The result was a very considerable increase in sales, and of course I found, almost without exception, that when people, attracted by the special offer in peas, came in to buy them, they invariably ordered something else. Similar results followed the display of four pound pails of jam, marmalade and olives. In fact everything we have shown has gone with rapidity, and we have had the best possible success by adopting such methods. A gratifying feature is the "catch" trade that we get in this way. A lady passed in an automobile one evening a week or so ago, happened to notice our window, and come in to buy some peas. Before she left the store

she had purchased \$3.50 worth of goods and we had never seen her before. Such is only one instance of the business we directly owe to our window advertising."

Mr. McCaw also instanced the case where he sold over 100 cases of a particular brand of grape juice in a remarkably short time, by putting the stuff in the window. It was not the most popular brand either, but having bought

display and evidences originality on the part of the dresser.

Specializing in Butter and Eggs

Mr. McCaw features particularly in his business the sale of butter and eggs, and by so specializing he has built up a trade that has done a great deal to help the sale of other lines. "Get a good butter and egg business, and the rest

will follow," was the sane advice given Mr. McCaw by a grocer, long in service and experience, when he first took up the trade, some fifteen years ago. Adopting the plan he has found it has amply repaid him. He buys directly from the farmers, and through the long course of years that he has been in business he has created a list of buying sources that keeps him well supplied with fresh eggs and butter. He has never seen any of his shippers, but, through the medium of the mail and the telephone, he has been able

to carry on negotiations in a very satisfactory manner. By purchasing direct, he is able to sell a little under the regular city quotations, and his clientele get the benefit. He finds little difficulty in selling dairy butter as against creamery, and his customers appear to be well satisfied with the various makes produced by his circle of farmers. "It took me a few years to build up this butter and egg trade," Mr. McCaw told CANADIAN GROCER, "but it has been very much worth while."

Mr. McCaw is a firm believer in legitimate methods of advertising. In addition to window displays, which, after all, is his big feature, he has, since taking

(Continued on page 27)



Exterior of the W. R. McCaw store, Roncesvalles Ave., Toronto, showing the fine show window of the store. Mr. McCaw is shown at the left with two little McCaws.

profitably he was able to sell it at a reduction, and it was easily a very quick turnover. The accompanying cut shows an Easter window, displaying maple syrup and eggs. It is a unique



Big Immigration Movement to Canada

Sir Thomas Lipton, in Interview With Canadian Grocer, Prophesies Great Immigration Movement Toward Canada in Near Future—This and Spread of Prohibition Movement Will Mean Big Increase in Tea Consumption, He Believes—Tea Market Probably Easier

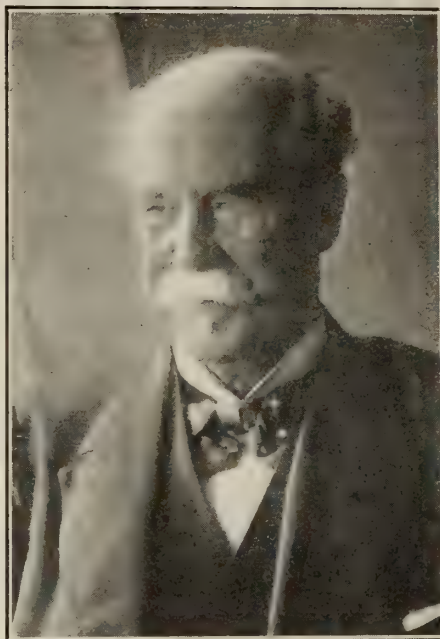
"THE removal of the tax on tea by the British Government which has gone into effect since I left, will make for easier markets. One of the difficulties just now is in getting ships enough to carry merchandise. This situation is general and will take time to relieve. As far as business is concerned it has been excellent and there is every reason to believe that it will continue so."

This was the statement made by Sir Thomas Lipton to CANADIAN GROCER when seen at the offices of the company in Toronto. This is his first trip to Canada in seven years. He was unaware that prohibition was in effect in the Dominion.

"It will mean that people will buy more tea," said Sir. Thomas. "I notice that the United States is also 'dry.' Business should certainly be good in the tea trade on this side of the water."

Sees Big Immigration

"I am looking for a big immigration to Canada," he said. "This country has come so prominently before the world that great numbers of people from England are planning to make their future home here. Thousands of the younger men, men who before the war had been holding indoor positions, office jobs and so on, will never return to work of that kind. They have learned what it means to get away from the desk and the counter and live and work outdoors."



SIR THOMAS LIPTON

Great sportsman and head of Thomas J. Lipton, tea growers and importers, who has been visiting Canada during the past week.

They like it and what they have seen and heard of the Canadians is making them anxious to come to this country. There will be a big movement towards Canada, there is no doubt."

Conditions Excellent

Sir Thomas stated that he had never seen conditions better in England.

"Money has been very free," he said. "There has been and still is unlimited work for everyone and at good wages. There is great activity all over the country. The stores report business greater than they have ever handled before. Everywhere one sees old buildings being pulled down and new ones much larger and more splendid being built. I have never seen the theatres so packed. Many large new ones have been built and they are always packed."

After The Business

"Tremendous new markets will be opened as a result of the way the war has ended and British firms are looking for great developments in their export trade. They are making every preparation for securing their share of the business. The difficulties that threatened between capital and labor are being settled satisfactorily and I believe that there will be no more serious troubles."

Sir Thomas is just as keen, just as affable, and just as good a sportsman as ever. He is looking forward to more of the yacht races which have made him internationally famous as a sportsman, but says that on account of conditions it is difficult to state yet when anything can be done.



Slim Prospect For Low Molasses

Supplies Have Been Sold by Barbadoes Producers—Cost to Lay Down Has Kept High—December Drouth Did Big Damage, it is Said

WHILE the last crop of fancy Barbadoes molasses has been practically disposed of, a smaller purchase was made by Canadian importers and wholesalers than was made last year, in the opinion of R. E. Calder, manager of the Robert Crookes Co., (Canada), Ltd., Montreal. And Mr. Calder attributes this to the probable improvement in actual holdings in this country, as compared with those of a year ago. It is not an easy matter to estimate these holdings, but various tendencies have indicated the probability that there are more molasses on hand than usual, making it less necessary to replace stock than usually obtains in the buying months of the late winter and early spring.

Production Was Less

Mr. Calder referred to the statements made by producers as to the production in Barbadoes of cane. This was put at 10,000 tons. "But just what this means is not quite clear. Whether it means tons of cane or of molasses, it is not easy to define, for the producer has different ways of making estimates, and sometimes speaks in terms of sugar, and sometimes in terms of molasses. In any case, it would seem that there was a shortage in the production."

Mr. Calder also continued to point out that it was not possible at this time to state what the production of molasses would amount to. The cane had to be reduced to either sugar or molasses at once, and there has been a great deal of

sugar made. In fact vast quantities of this have already been shipped out, and there is an active export demand which is only likely to improve as the season advances.

Prices Probably Firm

As to the tendencies of the market, Mr. Calder said that these were firm. Molasses price, as most people know, is determined very largely by the price paid for sugar. This is high now, and the cane grower can readily reduce his crop into whichever commodity yields him the greatest return. For some time past, with a fixed price on sugar, molasses has been steadily firm and on a parity with, or even relatively higher, than refined sugar. With the season's production disposed of to the various markets of the country, it is very doubtful if there will be any reduction in the basis. Such would come, if at all, through individual jobbers or importers taking losses or reduced profits on such supplies as they have already purchased and paid for.

Toronto Stores Face Buying Run

Heavy Buying Movement as a Result of Fears of Strikes—Flour Mills Have Record Demand—Wholesalers Report Similar Condition in Outside Trade

INQUIRY of grocers in different sections of the city of Toronto revealed the fact that people throughout Toronto are not going to be caught without supplies in the event of a strike breaking in the Ontario capital within the next few days. All grocers asked reported increased buying this week on the part of their customers. This statement is backed by that of many of the wholesale grocery houses, who report a bigger movement of goods in the past few days than for some weeks past. As one grocer remarked, it reminded him of the first few days of the war, when there was a great rush to lay in supplies. Stories in the dailies of the hardships that many of the people of Winnipeg have suffered because of the lack of the necessities have moved people here to take wise precaution and to benefit by the experience of Westerners. While it is the hope of everyone that coming events will prove that such a step was not necessary, yet there are evidently a great many people who still believe in the old adage, "that an ounce of prevention is worth a pound of cure," and they are not taking any chances of starving, if only for a few days or a week. The fact remains that the city grocery trade has been very brisk in the past week, and generally speaking, sales will show considerable increase over the average, normal six-day period.

A Run On Candles

W. J. Snell, Queen Street East, Toronto, when asked if he had noticed any disposition on the part of his customers to stock up, as an act of preparedness in the event of a general strike, told CANADIAN GROCER that there had been a great run on candles and flour. Buying of the former was stimulated by the announcement in the press that employees of the Hydro might go on strike. He noticed that many of his patrons were buying an extra bag of flour, and, if circumstances demanded, they would bake their own bread. Some cereals were moving a little faster on this account.

"I have experienced a great run on all lines that people use a lot of from day to day," stated W. J. McCaw, 125 Roncesvalles Ave. "Flour and cereals have been big sellers, and sales of canned goods too show quite an increase." Mr. McCaw also reported a big demand for candles, and, while his average customer was averse to strikes and hoped that Toronto would escape Winnipeg's experience, it was their intention not to be caught napping.

Like Early War Days

"It reminds me of the first days of the war," D. W. Clark, 248 Avenue Road, Toronto, told the CANADIAN GROCER man. "People have been buying as

though something was going to happen, and they might be without food for a long time. They are certainly taking all precautions against starvation, judging from my experience in the past week. It has been a busy time for my store, and no doubt it is the same all over the city. Some people have bought enough provisions to carry them over a month. Candles have had a bigger sale than they have had in years past."

J. & D. Ferguson, 19 Danforth Ave., Toronto, reported business much heavier, particularly in sugar and flour. Their customers were buying extra supplies. Like all the other grocers interviewed their experience in candles was the same, sales being very heavy.

Millers Have Record Trade

The story of the retailer is very much the same as that of the wholesaler and the miller. The latter reports a surprisingly heavy demand for flour in the past week. Sales for Toronto account have been away in excess of the average normal period. "We have been extremely busy these past few days," one of the largest milling concerns informed the GROCER. "The retail trade has been buying very heavily, largely because their customers are laying in an extra supply."

Travellers Do Big Business

Percy Eby, of Eby-Blain, wholesale grocers, Front Street East, Toronto, had the same story to tell, an indication that the buying movement is not limited to Toronto, but is in evidence in widely scattered districts. Mr. Eby reports that travellers state that business is very brisk. When asked as to how long Toronto could withstand a similar experience to that of Winnipeg, Mr. Eby was of the opinion that in the matter of everyday necessities, the city could not carry on for long on the necessities unless fresh supplies were always coming to hand. "Such things as potatoes and other vegetables, milk, bread and meat are edibles constituting daily needs," he added. "But there are a great many lines of groceries that could, under trying circumstances, be dispensed with, and do not come in the above category."

"What about cereals?" he was asked.

Week or Ten Days Would See Scarcity

"Well, few wholesale houses carry big supplies of cereals," Mr. Eby replied. "They like to have them fresh, and in our own case, we replenish our stocks from week to week. If there was a general strike cereals might be one of the first things affected, particularly if the mills were involved. As to the absolute necessities, Toronto could not do without very long, any more than Winnipeg, and a week or ten days would likely result in a good deal of distress, but in other lines a month might elapse before much complaint resulted."

James H. Lumbers, of James Lumbers & Co., wholesale grocers, Front St., Toronto, did not like to predict what would happen if Toronto was thrown into a general strike such as Winnipeg has experienced. He did not think it would take long, should such a circumstance occur, before there would be a good deal of hardship among the people. "Supplies of groceries, while not really short," he stated, "are not heavy among the retailers. The latter have bought recently on a hand to mouth basis, and it would not take long to clean out supplies of certain commodities. A bigger movement of goods has taken place in the past week, because of the precautions taken by the consumer, to be prepared for any eventuality. Mr. Lumbers did not care to state definitely what lapse of time would have to take place before Toronto would feel the pinch of hunger, but he thought considerably before a month a good deal of distress would follow in the wake of a big strike, upsetting industry and manufacturing. Toronto has a great many more industries than Winnipeg, and the result might be even worse."

PUDDYS, LIMITED, WILL INCREASE CAPITAL

A new issue of \$300,000 additional common stock is announced by Puddys, Limited, pork packers and provision dealers, Toronto. The company has now \$200,000 outstanding, and no bonds or preferred stock either authorized or issued. The object in view is to enlarge the present building, plant and cold storage, to enable them to handle an ever-increasing business. It is the directors' intention to carry several new lines, such as canned goods, honey, jams, package goods and fish, as well as carrying on the present provision, beef and pork business.

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(Continued from page 26)

over his present premises, four years ago, held an anniversary sale. Before moving to Roncesvalles Street he was in business at Shaw and Dundas streets. Around the time of the anniversary he conducts special sales for a period of one week. Through the medium of dodgers and cards in his windows he invites the attention of his community to the offers he is making. "Attractive goods at attractive prices," is his slogan, and he finds that prompt delivery, courteous treatment and sixteen ounces to the pound are valuable assets in any well-conducted grocery concern. By adopting enterprising methods of conducting his business, and keeping alert to new ways and means, he believes profitable results are easily obtainable and often in the most simple and least expensive manner.

Quality and Service Decide Sugar Sales

Preference Usually Given by Retailers to One of the Standard Brands

The word "substitution" is often erroneously used by many in discussing the problem of distribution. It is substitution if a merchant, for instance, sends a customer a brand other than the one asked for providing he does not explain he hasn't the one wanted in stock and cannot supply it. It is not a case of substitution where the merchant explains he is giving the customer other than the brand requested. It is then up to the customer to accept or decline, having all the facts before him or her.

No good retailer considers it business etiquette to give or send a customer an article other than the one asked for except he explains explicitly why he is doing so. Every good retailer, too, maintains it is not good policy to supply an article of an inferior quality to the one requested. That breeds dissatisfaction and dissatisfaction means loss of future business.—Editor's Note.

D. DUNCAN, 109 Bernard Avenue West, Montreal, sells — sugar in larger quantities than any other brand. When asked as to the reason for this, he stated that he bought it because he believed it was a superior grade of sugar.

"It is better than — in my estimation," he said. "I can buy the latter for less money, but — does not cost a great deal more and I prefer to have it to the other grade. I believe there is more sweet or sugar content in the brand I sell, and in an all-round sense I think it the best quality brand, and this is why I have got behind it."

Mr. Duncan stated that some of his customers asked for sugar by brand names, some for the brand he carried and some for other brands.

"I have no difficulty whatever," he states, "in selling them the brand I buy and sell in largest quantities. I think — the best, and that is why I favor it. I think it is a good idea to concentrate on one brand."

Limoges Bros., grocers, of 2000 Hutchinson Street, Montreal, in the same section of the city, sell only two brands of sugar. In speaking with Mr. Limoges, he was very emphatic on some important points.

Changed Brand Because of Unsatisfactory Service

"A certain firm used to sell us a great deal of sugar," he said. "This was the —. When the sugar restrictions were on they supplied another store with much sugar and let us go without supplies. We did not think it was a square deal and we are not stocking this brand now, and we do not intend to do so. We are now buying —, and it is selling well. We also sell — make, and that

Robert Watkins, 789 St. Lawrence Main Street, Montreal, has been in active business in the grocery trade for thirty-two years. Many grocers, he claims, do not succeed in business because they are led to buy too many lines of the same goods, thereby tying up money that they urgently need in their business, and allowing stock to accumulate.

"Our policy," Mr. Watkins continued, "is to purchase one or two lines of the best goods and to devote our energies to selling them. As far as the buyer's demand goes, our customers have come to know us, and eight out of ten leave the matter of quality and selection of the brand entirely to our judgment."

is of like high grade with the other brand. Both these firms give us good treatment and service.

Favor Package Sugar

"We favor the package sugar," continued Mr. Limoges. "For one thing, when we are busy our men do not have to take time to wrap the sugar up. This saves time when it is most valuable and when it can least be spared for work such as this. Then again, considering the high cost of bags, wrapping paper, and twine, there is not a great difference in the profit. Considering the whole matter, and the value of the clerk's time we are inclined to push the sale of the package sugars. The customers like this way of buying it, too. Then I think that there is a certain loss by weighing out the contents of a barrel. There is no loss in the package way."

"Do any customers ask you for sugar, specifying the brand?"

"Yes," was the reply, "some ask for the brand we feature."

"What do you do in case you have none of this in stock?" he was asked.

"We send the brand we have; our customers are always satisfied to leave this matter with us."

"During the time of sugar scarcity, one sugar company treated us well," said Eugene Brais, 709 St. Lawrence St., Montreal, "so did —. We appreciated this and have since been selling both brands. But we sell more of one brand than the other."

Mr. Brais pointed out that this was a brand they were sure they could recommend, and they have no difficulty in getting their customers to buy it on their recommendation. It was a nice, fine sugar, and of high quality.

Returning Favors

J. Shafran, of 928 St. Lawrence St., pointed out that they had favored —, an entirely different brand from any above mentioned.

"When sugar was scarce," he stated,

Companies That Stood by Grocers During Sugar "Famine" Have Made Firm Friends

"they treated us well, and gave us what sugar they could, and we have appreciated this treatment. That is why we give their goods preference."

Convincing Himself of Quality

Bray Bros, Reg'd, Sherbrooke Street, have taken the trouble to satisfy themselves on the merit of sugar. "Sugar is sugar," did not appeal to Mr. Bray as a conclusively satisfactory argument. He began to experiment, and convinced himself that there was a difference.

"You can try this for yourself in the following way," he said to CANADIAN GROCER, "and convince yourself":

"Take a few glasses and put an equal quantity of refined sugar in each of them. Add a small quantity of distilled water, boil until a syrup is formed, and you can see through that of — make, and also —, just as if the syrup were clear water. The other one will be heavy and dull, and even of a blue tinge. There is also less water in the — sugar, and in the —. That is why we consider both of them very superior."

Service That Gives Satisfaction

Mr. Bray went on to speak of his satisfaction with these two brands, and to say that during the sugar scarcity his firm was always able to supply sugar. This was because these firms, and especially the — had taken care of their needs. And they always were pushing this line, which was in every way very satisfactory to the customers as far as they could determine.

W. R. Woodell, Vaughan Road, Toronto, states that he can sell one line of granulated sugar to his customers without having a word of complaint from any of them.

Service Rendered a Large Factor

"Our customers seldom ask for sugar by a brand name," he states, "and I have found it advantageous to stock — only. This firm has given us such good treatment and service that I have felt under obligation to do what I could to help the sale of these goods, and I am glad to say that I have been able to do this without the slightest difficulty."

Butler's grocery, St. Clair Avenue, Toronto, states that seldom do customers ask for sugar by name. The sugar scarcity did away with any tendency of that nature. Mr. Butler stocks only one brand and finds no need to enlarge the assortment. "I handle this brand because of the prompt service I received from this company," he stated.

The same reason was given by Dorkin and Co. for handling — sugar exclusively. "People merely say, 'send me

(Continued on page 34.)

Negotiations are at present under way for the purchase of two other stores, and it is expected that the chain will grow rapidly. Mr. Cork's store on College street, it is understood, will also eventually become one of the chain. All the stores will be operated entirely on the groceteria principle.

CANADIAN GROCER

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H. T. HUNTER - - - - Vice-President

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UNFAIR STATEMENT OF MR. PARSONS

S. R. PARSONS, past president of the Canadian Manufacturers' Association, in a letter to the *Toronto Globe* the other day, made an unjust attack on the retailer.

In his letter he says: "Much of the unrest all about us is quite evidently due to the fact that for some reason or other we are paying prices for food-stuffs which are not justified. . . . Senator Robertson's statement in Ottawa the other day as to the spread between the manufacturers' price and the retail price, gives us some idea as to where to look for a cause of high prices in certain commodities, at all events."

It is not good policy for a man of Mr. Parsons' standing to deal in generalities in this way. Such statements tend to create a feeling of antagonism on the part of the retailer against manufacturers in general. Retailers in the grocery trade have a difficult time as it is showing any net profit—Frank Stockdale places the limit at 3 per cent. and says many retailers are not making more than ½ per cent., or even less—without having men of the standing of Mr. Parsons insinuate that they are to blame for the high cost of living. His statement in the daily press will naturally cause unrest among the consuming public and induce criticism where it is not due. Generalities of this character should not be indulged in and particularly by men of high standing in the business world.

THE STRIKE SITUATION

THE Winnipeg strike at the time of writing is still unsettled, and has settled down into a condition that may mean a more or less protracted siege. Just how long it can be continued without acute suffering is a difficult question to answer. Law and order is being maintained, but industries are largely at a standstill, and food stocks that wholesalers in Winnipeg have been unable to replace must be growing perilously light. These conditions are unquestionably resulting in hardships and serious loss to the trade in Winnipeg. Recent reports indicate that strikes have been declared in Calgary and Edmonton. It is early yet to know how far-reaching these manifestations may be, but it seems possible that business will be as seriously affected in these places as it has been in Winnipeg.

In Toronto the strike that was called for Wednesday morning, if some agreement had not been reached before that time, has been postponed pending a conference with Government officials at Ottawa. That difficulties were anticipated, however, was evidenced by the fact that Toronto wholesalers were advising their outside customers by phone that they would have to make arrangements to send for the goods they required. The strike movement seems to be gaining rather than losing momentum.

In Winnipeg the Hon. Gideon Robertson, Minister of Labor, has stated that it is not a labor agitation, but an attempt to overturn the accepted form of government. In this contention he seems to be well supported by existing conditions.

This is a situation that opens a wide vista of difficulties and dangers over and above those that might arise from a difference of opinion between labor and capital. It is a time for decided and definite action, and it is to be sincerely hoped that the Government will find some means of meeting the situation in the rest of Canada before it has come to the impasse that has resulted in Winnipeg.

THE HOLIDAY LIST

ON another page of this issue appears a list of towns with the times and dates of holidays and early closings. This is information that is of considerable value to a large army of travellers and others, and for that reason it is our endeavor to make this record as complete and correct as it is possible to be. It may be that mistakes have crept in, and we are conscious that through the inability to get definite information, many important towns and cities are omitted. We ask your assistance in making this record complete and authoritative. Will you go over this list, and note any mistake in regard to your town, or, if your town has been omitted from the list, will you supply us promptly with the necessary information to correct the error, or to enlarge the scope of the list? By so doing you will help the business of your town, and consequently of yourself, and will be of great service to us.

Where and When Stores Are Closing

A List of Early Closings in Towns and Cities Throughout Canada Prepared From Information Supplied by Merchants—The Growing Prevalence of the Weekly Half Holiday Demonstrated

AS in the past CANADIAN GROCER is publishing herewith a list of half holidays in towns and cities from coast to coast in Canada. Every effort is taken to make this list as complete and accurate as possible. There are many places necessarily omitted from this list owing to delay in receiving returns. As this list will later be published in booklet form, CANADIAN GROCER is anxious that every town and city should be represented. If the place in which you do business is not listed here it would be of material assistance in making this booklet achieve its maximum usefulness if you would supply us with this information at the earliest possible moment.

The list received to date is as follows:

BRITISH COLUMBIA

A British Columbia law compels the observance of a weekly half holiday.

ARMSTRONG—Store close Thursday at 12.30 the year round, and nightly, except Saturday, at 6 p.m.

CHILLIWACK.—All stores close Thursday at noon the entire year, except drug stores, which close from noon to 6 p.m. Stores close at 6 p.m. week days, Saturdays 10 p.m., except drug stores, which are open every evening until 10 p.m.

PENTICTON stores close Thursday noon the year round, and nightly, except Saturday, at 6 p.m.

CRANBROOK.—Stores close Wednesday noon all year according to British Columbia Government regulation, and nightly, except Saturday, at 6 p.m.

FERNIE.—Stores close Wednesday 1 p.m. and every evening, except Saturday.

GRAND FORKS.—Stores close Wednesday noon the year round, and nightly except Saturday at 5 p.m.

KAMLOOPS.—Stores close Wednesday at 1 p.m. the year round, and daily except Saturday at 6 p.m.

KELOWNA.—Stores close Thursday noon and nightly except Saturday at 6 p.m.

NELSON.—Stores close Wednesday noon the year round and nightly except Saturday at 6 p.m.

NORTH VANCOUVER.—Stores close Wednesday at 1 p.m. the year round, and every evening except Saturday at 6 p.m.

REVELSTOKE.—Stores close Wednesday at 1 p.m. the year round, and daily except Saturday at 6 p.m.

TRAIL.—Stores close Wednesday noon the year round, and nightly except Saturday at 6 p.m.

VANCOUVER.—Stores close Wednesday at 1 p.m. the year round, and nightly except Wednesday and Saturday at 6 p.m.

VERNON.—Stores close Thursday noon the year round, and nightly except Saturday at 6 p.m.

VICTORIA.—Stores close Wednesday at 1 p.m. the year round, and nightly except Saturday at 6 p.m.

ALBERTA

BLAIRMORE.—Stores close Wednesday at 1 p.m., nightly except Saturday at 5 p.m.

CALGARY.—Stores close Wednesday 1 p.m. the year round, and nightly except Saturday at 6 p.m.

CASTOR.—No half holiday. Stores close nightly except Saturday at 6 p.m.

EDMONTON.—All stores except grocers and butchers close Saturday at 1 p.m. General closing nightly except Saturday at 6 p.m.

LETHBRIDGE.—Stores close Wednesday at 1 p.m., May to September inclusive, and every evening except Saturday at 6 p.m.

MEDICINE HAT.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

NANTON.—No half holiday. Stores close nightly except Saturday at 6 p.m.

PINCHER CREEK.—Stores close Wednesday at 1 p.m., May 1 to Nov. 1, and nightly except Saturday at 6 p.m.

VERMILION.—Stores close Thursday at 1 p.m., June, July and August, and nightly except Saturday at 6 p.m.

WAINWRIGHT.—No half holiday. Stores close nightly except Saturday at 6 p.m.

WETASKIWIN.—Stores close Wednesday noon, May, 28 to Sept. 18 inclusive, and nightly except Saturday at 6 p.m.

SASKATCHEWAN

BATTLEFORD.—Stores close Wednesday at 12.30, May to Sept. inclusive, and nightly except Saturday at 6 p.m.

CRAIK.—No half holiday. Stores close nightly except Saturday at 6 p.m.

DAVIDSON.—Stores close every night except Saturday at 6 p.m.

MAPLE CREEK.—Half holiday question undecided. Stores close 6 p.m. except Saturday.

MEDICINE HAT.—Stores close Wednesday noon, May 15 to Sept. 15, and nightly except Saturday at 6 p.m.

RADISSON.—No half holiday. Stores nightly except Saturday at 6 p.m.

REGINA.—Stores close Wednesday 1 p.m., May to Sept. inclusive, and every evening except Saturday at 6 p.m.

SASKATOON.—Stores close Wednesday noon. No regulation re evening closing, but stores are generally closed except on Saturday.

SWIFT CURRENT.—Stores close on Wednesday at noon, and nightly except Saturday at 6 p.m., June, July and August.

ASSINIBOIA.—No half holiday. Stores close nightly except Saturday at 6 p.m.

OXBOW.—No half holiday. Stores close nightly except Saturday at 6 p.m.

PRINCE ALBERT.—Stores close Wednesday noon, June 15 to Sept. 15, and nightly except Saturday at 6 p.m.

WILKIE.—Some stores closing Wednesday noon, May 17 to August 31, but not general. Close nightly except Saturday at 6.30 p.m.

MANITOBA

BOISSEvain.—Stores close Wednesday at 1 p.m. during July and August, and nightly except Saturday at 6 p.m.

CARMAN.—Stores close Thursday at 12.30, May 1 to August 14, and nightly except Saturday at 6 p.m.

DELORaine.—Stores close Friday noon, May 16 to Aug. 15, and nightly except Saturday at 6 p.m.

ELKHORN.—Stores close Thursday 12.30, May 29 to August 24, and nightly except Saturday at 6 p.m.

PORTAGE LA PRAIRIE.—Stores close Wednesday noon, June, July and August, and every evening except Saturday at 6 p.m.

RUSSELL.—Stores close Wednesday noon, May 1 to Aug. 31, and nightly except Saturday at 7 p.m.

SOURIS.—Stores close Thursday noon, June, July and August, and nightly except Saturday at 6 p.m.

ONTARIO

ALEXANDRIA.—No half holiday. Stores close 6.30 Tuesday, Wednesday, Friday during July and August.

ARNPRIOR.—Stores close Wednesday at 12.30 during July and August, and evenings except Tuesday and Saturday at 6 p.m.

AURORA.—Stores close Wednesday noon year round except hardware stores.

AYLMER.—Stores close Wednesday noon, June, July and August, and on Wednesdays and Fridays at 6.30 p.m., other nights 9 p.m.

BALA.—No half holiday. Stores close Wednesday at 7.30 and Saturday 9 p.m. Other evenings 7 p.m.

BARRIE.—Stores close Wednesday noon, June, July and August, and every evening except Saturday at 6 p.m.

BELLEVILLE.—Stores close Wednesday noon, June, July and August, and every evening except Saturday at 6 p.m.

BOLTON.—Stores close Thursday noon June 1 to Sept. inclusive, and nightly at 6 p.m. except Wednesday and Saturday, when they close at 10 p.m.

BOTHWELL.—Stores close Wednesday noon May to September inclusive, and evenings except Friday and Saturday.

BOWMANVILLE.—Stores close Wednesday 12.30 and nightly except Saturday at 6.30.

BRANTFORD.—Stores close Wednesday 1 p.m. all year except three weeks preceding Christmas, and every evening except Saturday at 6.15 p.m.

BRACEBRIDGE.—Stores close Thursday 1 p.m., June, July and August, and nightly except Saturday at 6 p.m.

BROCKVILLE.—Stores close Wednesday 12.30 p.m., June, July, August, and every evening except Saturday at 6 p.m.

BLIND RIVER.—Stores close Thursday 12.30 and nightly except Wednesday and Saturday at 6 p.m.

BLENHEIM.—Stores close Wednesday noon, starting April 23, and nightly except Tuesday and Saturday.

BURLINGTON.—Stores close Wednesday noon, May to November.

BURKS FALLS.—Stores close Thursday noon (standard time), May 29 to Sept. 17, and every evening except Saturday at 6 p.m.

CAMPBELLFORD.—Stores close Friday at 12.30, June, July and August, and nightly except Wednesday and Saturday nights at 6 p.m.

CHAPLEAU.—Stores close Wednesday 1 p.m., May to September inclusive, and nightly except Saturday at 6 p.m.

CHATHAM.—Stores close Thursday, June 15 to Aug. 31, and nightly except Saturday at 6 p.m.

COPPER CLIFF.—Stores close Wednesday at 1 p.m., June, July and August, and every evening except Saturday at 6 p.m.

CORNWALL.—No half holiday. Stores close during June and July except Saturday at 6 p.m. During balance of year Monday, Wednesday and Friday at 6 p.m., Tuesday, Thursday 9 p.m., Saturday 10 p.m.

COCHRANE.—No half holiday. Stores close nightly except Saturday at 6 p.m.

CREEMORE.—No half holiday. Stores close every evening but Saturday at 6 p.m.

DRAYTON.—Stores close Thursday May 15 to Sept. 15, and every evening except Wednesday and Saturday at 6 p.m.

DRESDEN.—No half holiday. Stores close Monday, Wednesday and Friday evenings.

DUNNVILLE.—Stores close Wednesdays at 2.30, and nightly except Saturday at 6 p.m.

DUTTON.—Stores close Wednesday noon June, July and August and every evening except Saturday at 6 p.m.

ELMIRA.—No half holiday. Stores close every evening except Saturday at 6.15 p.m.

ELORA.—Stores close Wednesday noon, May to Oct 1, and every evening except Saturday at 6 p.m.

EMBRUM.—No closing either afternoon or evening.

EXETER.—Stores close Wednesday at 12.30, June, July and August, and every evening except Saturday at 6 p.m.

FENELON FALLS.—Stores close Wednesday noon (Government time) May 1 to Oct. 1, and nightly except Saturday at 7 p.m.

FINCH.—No half holiday. Stores close Monday, Wednesday and Friday at 7 p.m.

GALT.—Stores close Wednesday, 1 p.m., June to September inclusive, and evenings except Saturday at 7 p.m.

GANANOQUE.—Stores close Wednesday noon, June 11 to Sept. 15, and nightly except Saturday at 6 p.m.

GEORGETOWN.—Stores close Thursday 12.30, May to August inclusive, and every evening except Wednesday and Saturday at 6 p.m.

GRIMSBY.—Stores close Wednesday 12.30, June to Sept. inclusive, and nightly except Saturday at 6 p.m.

GUELPH.—Stores close Wednesday at 12.30 except in month of December, and nightly except Saturday at 6.30.

HAMILTON.—Stores close Wednesday May to August inclusive, and nightly except Saturday at 6.30.

HAWKESBURY.—No half holiday. Stores close at 7 p.m. except on Wednesday and Saturday.

HAILEYBURY.—Holiday question yet undecided. Stores close nightly except Saturday at 6 p.m.

HESPELER.—Stores close Wednesday 1 p.m., May to October, and every evening except Friday and Saturday at 7 p.m.

HIGHGATE.—Stores close Wednesday noon, May to September, and Monday, Wednesday and Friday at 6 p.m.

HUNTSVILLE.—Stores close Thursday 1 p.m., June, July and August, and every evening except Saturday at 6 p.m.

INGERSOLL.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

KEENE.—No half holiday. Stores close at 6 p.m. except on Wednesdays and Saturdays.

KEEWATIN.—Stores close Wednesday 1 p.m., and nightly except Saturday at 6 p.m.

KENORA.—Stores close Wednesday 1 p.m., June, July and August, and nightly except Saturday at 6 p.m.

KINCARDINE.—Stores close Thursday 12.30 p.m., May to September inclusive, and evenings except Saturday at 7 p.m.

KINGSTON.—No half holiday. Stores close every evening except Saturday at 6 p.m.

KINMOUNT.—No half holiday. Stores close every day except Saturday at 6 p.m. (daylight saving).

KITCHENER.—Stores close Wednesday, 1 p.m., June to September, inclusive, and nightly except Saturday at 6 p.m.

LANSDOWNE.—Holiday not decided. Stores close Monday, Wednesday and Friday at 6 p.m.

LEAMINGTON.—Stores close Friday noon, and Monday and Wednesday evening at 6 p.m.

LISTOWEL.—Holiday question undecided. Stores close every evening except Saturday at 6.30 p.m.

LONDON.—Stores close Wednesday, 1 p.m. May.

LUCAN.—No half holiday. Stores close at 6 o'clock except Saturdays.

MARKHAM.—Stores close Wednesday, 12.30, May to September inclusive, and are open every evening except Wednesday.

MARMORA.—Stores close Wednesday 12.30, July and August, and Mon-

days, Wednesdays and Fridays at 6 p.m.

MEAFORD.—Stores close Thursdays, 12.30, May to September inclusive, and every evening except Saturday at 6 p.m.

MIDLAND.—Holiday still undecided; probably Wednesday, June, July, and August. Stores close nightly except Saturday, at 6 p.m.

MILDMAY.—No half holiday. General stores close nightly except Saturday at 6.30 p.m. Grocery stores have ice cream parlor in connection and consequently remain open.

MORRISBURG.—No half holidays. Most stores close 6 o'clock Mondays, Wednesdays and Fridays.

NAPANEE.—Stores close Wednesday at 12.30 July and August and every evening except Saturday at 6 p.m.

NEW LISKEARD.—Holiday not decided. Stores close every evening except Saturday at 6 p.m.

NEWMARKET.—Stores close Wednesday noon May to September inclusive, and nightly except Saturday at 6 p.m.

NIAGARA FALLS.—Stores close Wednesday noon, May to August, and nightly except Saturday at 6 p.m.

NORTH BAY.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 7 p.m.

NORWICH.—Stores close Wednesday noon, June to September inclusive, and nightly except Saturday at 6 p.m.

OKAVILLE.—Stores close Wednesday 1 p.m. April to September inclusive, and nightly except Saturday at 7 p.m.

ORILLIA.—Stores close Wednesday noon May 14 to September 17, and every evening except Saturday at 6 p.m.

ORANGEVILLE.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

OSHAWA.—Stores close Wednesday, 1 p.m., May to October inclusive, and every evening except Saturday at 7 p.m.

OWEN SOUND.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

PARIS.—Stores close Wednesday 6.30, except in December, and nightly except Friday and Saturday at 5.30 p.m.

PALMERSTON.—Stores close Thursday, 1 p.m., May to September inclusive, and nightly except Saturday at 6 p.m.

PARRY SOUND.—No holiday. Stores close every evening except Saturday at 7 p.m.

PEMBROKE.—No half holiday. Stores close nightly except Saturday at 6 p.m.

PENETANGUISHENE.—No half holiday. Stores close nightly except Saturday at 6 p.m.

PETROLIA.—Stores close Wednesday noon June, July and August, and nightly except Saturday at 6 p.m.

PORT ARTHUR.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 6 p.m.

PORT COLBORNE.—Stores close Wednesday, 1 p.m., June, July and August.

PORT ELGIN.—Stores close Thursday, 12.30, and nightly except Wednesday and Saturday at 6 p.m.

PORT HOPE.—Stores close Wednesday noon May to September inclusive, and nightly except Saturday at 6 p.m.

(Continued next week)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

J. A. Dagenais, 620 Berri Street, has moved to 401 Drolet Street.

F. Lemaire, 475 Belanger Street, has removed to 634 Belanger.

O. Desjardins, Montreal, has removed from 170 to 167 Bleury Street.

H. Cousineau has removed from 591 Mountain Street to 309 Chambord.

Albert Desroberts has bought out J. B. Archambault, 509 Juliet Street.

E. Cleroux has bought out S. Chagnon, 686 Dorchester Street East, Montreal.

Edouard Martin has opened a grocery at 71 Laurier Avenue West, Montreal.

G. Leclerc has bought out the grocery of A. Paquette, 526 Workman Street.

I. Houle, grocer, has moved from 319 Chambord Street to 689 Laurier East.

Willie Landreville, 155 Desery Street, Montreal, has moved to Demontigny St. W.

Chas. Yokom, of Detroit, was in Montreal last week, calling on the grocery trade.

T. A. Dionne, 1919 St. Catherine Street, Maisonneuve, has opened a grocery store.

A. Silverstone has bought out L. Herman, 941 St. Catherine Street West, Montreal.

D. Bordeaux has removed from 2580 Chateau Briand, Montreal, to 1669 Masson Street.

E. Provencher, of 564 St. Denis Street, Montreal, has disposed of his business to Larue and Frere.

Pilon and Frere have taken over the business of E. Sauvageau, 2484 St. Hubert Street.

Jos. Laporte, of Laporte, Martin, Ltd., was in Ottawa last week calling on the trade.

J. G. Gordon, of the Cowan Co., Montreal office, was in the Toronto office during the week.

E. Tessier has moved his business from 98 St. Catherine Street East to 1818 St. Catherine Street East.

H. Welham, of the Maritime Fish Corporation, Montreal, is away to Ontario points this week.

J. L. Berger has purchased the business of P. Proulx, 2080 Notre Dame Street West, Montreal.

M. Davis, who has conducted a grocery business at 273 St. Antoine Street, has moved to 2344 St. Hubert Street.

Wallace J. Baker, of the Canadian Feed Manufacturing Co., Toronto, spent some time in Montreal last week.

A meeting of the Retail Merchants' Association of Montreal was held last week to consider the question of early closing.

J. P. Nurse, a returned veteran of the Great War, has accepted a position with the Cowan Company, Montreal, and will call on the city trade.

Nap. Morrisette, 18 Jacques Cartier Square, Montreal, is opening a wholesale fruit business. Mr. Morrisette will be assisted by his son.

W. J. Logan has moved his confectionery business from 871 St. Catherine Street West, to 626 Papineau Avenue, Montreal.

John Boyd, former manager for the North End store of the Fraser Viger Co., Montreal, has opened on his own account at 235 Laurier Avenue.

C. Ritz, Montreal manager of Robin Hood Mills, Ltd., has been spending some time in the West, Minneapolis being one of his objective points.

Thos. Talbot, butcher, etc, has removed from 778 St. Catherine Street West, Montreal, to the corner of Park and Prince Arthur Avenues.

Fire of rather serious nature, and causing an estimated damage of \$2,000 to its owner, occurred in the garage of A. O. Gadbois, butcher, 1838 St. Catherine Street, Montreal. Not only the garage, but the auto truck of Mr. Gadbois suffered.

General John Gunn, C.M.G., D.S.O. president of Gunns, Limited, Toronto, was in Montreal on Wednesday last attending a complimentary banquet to his old battalion, the 24th of Montreal.

J. A. Paulhus, proprietor of D. Hatton Company, was in Ottawa last week attending the conference of Canadian fish men.

Argyll Bute, packers of Scotch Snack,

Montreal, have added new machinery for capping containers. Mr. Owen, the manager of this department, states that this will ensure a perfectly sealed package and that it will therefore make for better keeping qualities on their product.

A. H. Brittain, president Canadian Fisheries Association, and also vice-president Maritime Fish Corporation, was in Toronto this week.

Montreal civic authorities are insisting that all meat brought within the city limits for sale and consumption in Montreal shall pass the required inspection and carry the usual fees. Diseased meat will, of course, be confiscated.

Brig.-General John A. Gunn spent the week-end in Montreal, and unveiled a tablet to one of the fallen on Sunday. He is expected to be in Montreal on Wednesday, where he will attend the banquet to be tendered the officers of the 24th Batt. at the St. James Club.

Mr. Sterrett, of the Canada Fishing Co., Vancouver, was in Montreal last week. Mr. Sterrett was on his way to New York and other U. S. points and reported conditions on the Pacific Coast, as relating to the fish business. It is difficult just yet, he said, to estimate the probable catches of various fish.

Ontario

McIntyre and McDonald, Appin, have been succeeded by E. McIntyre.

W. A. Mallard, general store, Grand Bend, has sold to Mark Wild.



JOSEPH LAPORTE

Son of Sir Hormisdas Laporte, who has been appointed director of Laporte, Martin, Ltd., Montreal.



J. L. LANGEVIN

Sales manager Laporte, Martin, Ltd., Montreal, who was recently appointed a director of the Company.

Mrs. R. A. Carter, 3077 Dundas St. W., has disposed of her property to J. W. Lockland, formerly of Oshawa, for the sum of \$14,000. Mrs. Carter has conducted a grocery business at the above address for some time past, and now intends to take a well-earned rest.

MONTREAL FIRM MAKES CHANGES

Maclure and Langley, Ltd., manufacturers' agents, have moved their Montreal premises to 11 St. Nicholas Street, from their former location in the Coristine Building.

H. Shepherd, the manager, stated that this would give them much needed additional space, and that they would be the better prepared to accommodate a larger stock for this section of their territory. Mr. Shepherd also stated that they would now have a staff of four outside men in the Montreal and adjacent field.

BARTONVILLE, ONT., GROCERY ROBBED

The store of J. H. Strongman, Bartonville, was entered a short time ago, the robbers making a good haul of groceries and sundries valued at over \$500. The thieves did their work thoroughly. They cleared the shelves of practically all the small and easily moved stock in boxes, tins and cartons, almost the only packages left on the shelves being some tins of baking powder marked with Mr. Strongman's name. Up to the present the thieves have not been apprehended.

E. B. NETTLEFIELD STARTS NEW BUSINTSS

E. B. Nettlefield, for many years sales manager for Dalton Bros., Front St., Toronto, has severed his connection with that firm, and has entered business for himself, operating under the name of E. B. Nettlefield & Co., with offices at 50 Front Street East, Toronto. He is a manufacturers' agent and grocery broker, being general sales agent for Canada of the Imperial Cocoa and Spice Co., of Hamilton, and also agent of the Old City Co., of Quebec, manufacturing jams.

He has been succeeded at Dalton Bros. by C. S. Dalton as sales manager.

JAM MANUFACTURERS MEET IN HAMILTON

The Jam Manufacturers' Association met in Hamilton last week under the chairmanship of James Wagstaffe, and considered certain matters of interest to the trade. There was some discussion of the present labelling law, which it was claimed was so obscure that it was difficult always to live up to its conditions. A committee was appointed to go to Ottawa to confer with the Department, and to try to get some obscure points elucidated.

There was some discussion of the advisability of commencing an advertising campaign, such as has been adopted by the chocolate makers. This matter was finally left to a committee for consideration.

PACKER ERECTS NEW OFFICES

The Wm. Davies Company, Ltd., Montreal, is erecting new offices adjoining their plant on Mill street. These will be of mill construction, and two stories will be erected. Mr. Watt, the manager, intimates that the building will be ready for occupancy sometime during August, and this will provide increased and better accommodation for the business and administrative staffs.

ELECTED DIRECTORS

Jos. Laporte, son of Hormisdas Laporte, of Laporte, Martin, Ltee., wholesale grocers, Montreal, and J. Z. Langevin, sales manager of this firm, were recently elected to the board of directors.

Mr. Laporte has spent several years in various departments of the business, both warehouse and office, while Mr. Langevin has been with the firm for a number of years in various capacities. Their many friends will be glad to extend congratulations on this occasion, in appreciation of this added recognition.

TEA COMPANY ENLARGES BRANCH

Thos. J. Lipton, tea importers, Montreal, have moved their branch from 489 St. Paul Street West to 281 Notre Dame Street West. R. C. Hannan has been appointed manager for Montreal and Quebec Province, and some additional adjoining territory. Mr. Hannan stated to CANADIAN GROCER that it was the intention of his company to handle all business in this section from Montreal, and that they would, to this end, carry a larger stock at Montreal. They are placing four men on this territory, Mr. Hannan stated, for the immediate present requirements.

QUALITY AND SERVICE DECIDE

Continued from page 28.

a dollar's worth of sugar," stated Mr. Dorkin, "the exact variety is apparently of no particular importance to them or they leave the selection to me."

W. J. Harris, Pacific Avenue, Toronto, states that he has no difficulty in selling any brand of sugar as few customers ask for it by brand name, and as he believes they are about all the same quality he chooses one line for special reasons of his own.

F. R. Benn, Pacific Avenue, Toronto, sells only one brand. He finds that his customers seldom, if ever, ask for any special brand, but accept what he sends them without question. Once again it is the service rendered by the company whose goods he gets behind that earned the loyal appreciation of the merchant and has made him an exponent of the goods. "During the sugar scarcity," said Mr. Benn, "I could get this firm's goods when there were no other goods available, and for that reason I feel that I should stick by them now and do what I can in return."

R. J. Edwards, 2040 Queen Street E., Toronto, says he handles "bulk sugar only." He finds no trouble in its being

accepted by his customers as they usually ask for "so much sugar." He claims that the retailers handling packages are invariably inclined to cut the price, especially if located in a neighborhood with a strong competition. He feels that owing to the fact that there is small margin in sugar at any time he should protect his own margin of profit by pushing the sale of bulk sugar. He confines his buying to one line only.

W. J. Snell, Queen Street East, Toronto, caters to a high class family trade. Most customers have been dealing with him for many years and have learned from experience to accept in the great majority of instances what Mr. Snell delivers to them. He says: "There is not one in a hundred that ask for any particular brand of sugar." They simply say: "Give me a quarter's worth, or a dollar's worth, etc." He invariably sends the same brand as he has been selling it for years and finds it gives the same uniform satisfaction to each of his customers. He pushes bulk sugar strongly but handles some packages, principally for transient trade.

J. H. Maynard, 743 Queen Street E., Toronto, states that he handles only one line of granulated sugar. His customers very rarely specify any particular brand. By carefully explaining what he knows about the line he stocks, Mr. Maynard finds it only necessary to handle the one line.

P. A. Kindree, 864 Queen Street East, Toronto, states it is as easy for him to sell one line of granulated sugar as another. His customers, he says, seldom, if ever, ask for sugar by name. He claims better satisfaction to himself and his customers by handling one line of packages only and no bulk. This particular line has been adopted by him on account of what he considers the careful method of sealing, which obviates waste. The contents of this package are always up to full weight, whereas he maintains some others have lost as much as half a pound through sifting out in transit.

In the above it is shown that many retailers push the sale of a certain brand of sugar because they consider the refiner treated them well during the war scarcity. It is interesting to note that it was by no means the same brand that was favored in every case. At least four or five different brands were favored for this same reason, emphasizing the importance the retailer attaches to the manufacturer co-operating with him. The brands referred to are all standard on the market to-day, and at one time or another all have been given more or less generous general publicity. The evidence once again shows that where the dealer gives preference to a particular brand—and he does give preference in the majority of cases—that is the brand the majority of his customers buy and use in their homes. In the case of granulated sugar the retailers interviewed have each selected for one reason or another, and given preference to ONE brand from the various standard brands on the market.

NEWS FROM WESTERN CANADA

The Vital Need of Thrift

An Address Delivered by Professor W. W. Swanson, Professor of Economics at the University of Saskatchewan, Before the Retail Merchants' Association Convention Held Recently in Regina, Sask.

"**I** COME before you to present the claims of the community on you, and to point out some things you can do for your fellow men. We do not want any big union or class conscious organization. We want only one union of the people for the common good.

"To-day we are opening a new epoch and beginning a new era. After this world-wide war we stand at the beginning of a new day in which we will build constructively. This war has opened up new opportunities for service if we are wise enough to take advantage of them. The trouble is we have broken up the solidarity of endeavor by strikes and labor unrest.

"The question of thrift has a vital relationship to your retail businesses. In 1914 economic conditions were bad. Canada was in a big debt, pessimism and consternation prevailed. But Canadians gloriously recovered and what we have done in the war is proof of what we can do in the future. The per capita debt at the beginning of the war in Canada was \$46 compared with the present per capita debt of \$272. The average householder of Canada has a debt of \$1,300. We cannot spend \$2,000,000,000 on the war and not suffer. We are all busy trying to shift the burden of this debt to others.

"The merchants have been blamed for the high cost of living during the war. While the cost of living has increased 60 per cent. the retail merchant was not to blame. The price problem becomes more complex as you proceed. We have to trace it back to the producer and

other handlers. It is your business to intelligently discuss that question in your communities. We cannot return to pre-war conditions in Canada. Our national debt has increased from \$336,000,000 to \$1,500,000,000. There is only one way in which we can achieve permanent prosperity in Canada, and that is by producing the goods. The merchant belongs to the producing classes whereas most people think the merchant is a non-producer. The end of production is consumption, and you are linked up with the most vital factor in distribution.

"Great Britain is spending \$70,000,000 in the building of homes. We have appropriated \$25,000,000 in Canada for new homes. If a home is put up it has to be furnished, and a married couple must occupy it to make it a home. Every time you set up a new home it creates work and business in your communities. The merchant of our provinces is doing as much as any other class to make our country one worth living in. You are linked up with the home and the home is the centre of energy in our country. The red flag never yet flew above the hearth of a home. Bolshevism spreads in a country of homeless men. The building of these homes means something big to us. The appropriation of \$30,000,000 for the building of ships is also a big factor in bringing down costs in Canada.

"Before the war the Scotch were the only people as a class who practised thrift. We have been cursed in Canada with an inability to save money after making it. The English people saved \$7,200,000 a year while they were spending terrific sums on the prosecution of

the war. Thrift is a business proposition and a big one. Canada is still in the developing stage and we cannot stand still for our country would then go into economic stagnation.

"The last Victory Loan floated in Canada was never equalled by any other nation in the world in respect to proportion of population. On the basis of population our people, after four years of war, did a far bigger thing than the people of the United States with the Liberty Loan.

"What is our productive power? The 1911 statistics estimated that the earnings of the Canadian workmen amounted to \$883,000,000 in that year. Salaries increased 20 per cent. during the war. Our national income last year was \$2,400,000,000. In 15 years we can pay off our debt at this rate if everyone does their part. We have to build a new national policy. There is evidence on every hand of national unrest and this is going on in our own country. With a new national policy and waste eliminated, we will, through that thrift, build up better economic equipment and keep industry functioning at high speed. In this country there are too many improperly employed. The day prohibition came was a red letter day for Canada. It meant more money for the merchant. It was thought it would limit employment, but the men employed therein were the drones. We want no idle rich class in this country.

"We cannot go on borrowing. During the war we sold more goods, to the value of \$500,000,000 than we purchased. This is a balance of trade in our favor. We must find capital for our needs. We will destroy class prejudice by working together.

"The practice of thrift means everything to us. It means building up Canada and developing democracy and not any proletariat autocracy."



Group of Delegates to the Saskatchewan Retail Merchants' Association, held in Regina, Sask., on May 13, 14 and 15, 1919.

Gossip from the B.C. Coast

L. H. Nicholson, of the National Biscuit Co., Vancouver, is visiting the various points on the prairie through which his products are distributed. Mr. Nicholson reports business very good.

C. C. Mills, representing Kelly, Douglas & Co., departs for the Yukon on the 27th of May. This trip will require three months.

W. C. Reves has sold his 4th Avenue grocery business to J. Reid, formerly of Waymont, Sask.

N. T. Collett, of the California Associated Raisin Co., paid a visit to the trade.

J. J. DeGroat, of the Dominion Tobacco Co., is in the Butte Street Hospital. The trade wishes him a speedy recovery.

Over 100 tons of B.C. biscuits were included in the cargo of the "Monteagle" on her last trip to the Orient. These supplies were going to the Canadian contingent in Siberia.

G. W. Morrow and J. White have joined the staff of the National Biscuit Co., Vancouver, and will sell "Red Arrow" biscuits and Haida confections to the Alberta and Saskatchewan trade.

J. F. MacDowell is drawing attention to his seasonable campers' lines, by having an Indian tepee in his middle display window, well stocked with camping and picnic specialties.

Carl Pendray, of the Victoria White Swan branch of Lever Bros., and also manager of the B. A. Paint Co., of Victoria, is making a business trip covering the prairie. Saskatoon and Regina are the last cities to report his genial presence.

A. F. Padden has joined the selling staff of the Northwest Trading Co., Ltd., Vancouver. Also Mr. J. H. Riches, formerly of Winnipeg, has taken charge of the Oriental import department. A. N. Cowdry, the president of the company, leaves shortly for Japan in connection with Kobe offices.

Peter Lund & Co., Ltd., have organized a separate branch of their business for the conduct of an improved export and brokerage business. The firm is composed of Peter Lund, Arnold Darling and H. C. Bruce, who is local manager of this department. Mr. E. Hyam left for London on May 18, where a British office will be maintained. Offices will also be established in China and Japan.

G. A. Birks, formerly of the National Biscuit Co., Vancouver, has, in company with Mr. Crawford, of the H. Bell-Irving Co., organized a salmon brokerage company, with offices in Vancouver. Both Mr. Birks and Mr. Crawford are well and favorably known on the Pacific coast. It is understood that this firm will trade under the firm style of Birks & Crawford, also that the sale of the entire pack of some of the best cannerys on the coast has been secured.

VANCOUVER IS ALSO GUESSING

Vancouver is in the throes of a guessing contest. Almost every merchant on the main streets and a goodly percentage

in the suburbs are giving their customers a chance to guess how many kernels of barley can be packed into a sealed pickle jar, which one big store displays. This form of advertising was discussed at the Retail Merchants' convention in Regina, on May 13, 14 and 15, as reported in CANADIAN GROCER of the 16th. It would appear that the Saskatchewan, grocers participating paid an average of \$50 for the privilege. It was estimated there that 500 contributed. A little simple arithmetic, with these figures in mind, would show a fair margin above the cost of a couple of Chevrolet cars.

MANITOBA CONVENTION PROMISES WELL

Splendid Array of Speakers Who Will Deliver Addresses on Vital Merchandising Questions

The fifth annual convention of the Retail Merchants' Association of Manitoba, will probably compare favorably with the convention of the Saskatchewan branch, that was recently held at Regina.

The Manitoba executive has spared no effort to make this convention a success. —It is a "business building" program from start to finish, and when it convenes at Brandon, June 17, it is expected that a very large number of delegates will be in attendance.

The complete program is as follows:

Tuesday Morning, June 17th

10.00 a.m. to 12.00 noon.—Registration and reception of delegates and visitors. All persons attending the convention will please go to the city hall for the purpose of registering and receiving a button.

Tuesday Afternoon

2.00 p.m.—Convention opened by President Geo. W. Markle. Addresses of welcome by: His Worship the Mayor, Mr. McDiarmid; Mr. Rankin, president of the Board of Trade; President Kiwanis Club; E. Bolton, president, Brandon branch R.M.A.; Replies; Visit merchandise display.

3.00 p.m.—Reports of Manitoba provincial officers; president's address; treasurer's report; secretary's report; resolutions committee announced, and question box introduced.

4.00 p.m.—Reports of delegates to Dominion Convention, 15 minutes each, Messrs. Chevrier, Rannard, and Devlin. Address by J. A. Banfield, president of Dominion Board; Visit merchandise display.

Tuesday Evening

8.00 p.m.—Address by H. E. Hart, of Long Prairie, Minn. Subject, "Retail Store Co-operation." This address is especially adapted for a joint meeting of merchants and clerks.

9.00 p.m.—Address by F. P. Mann of Devils Lake, N. D. Subject, "Increasing Your Business Through Community Co-operation."

Wednesday Morning, June 18th

9.30 a.m.—Resolutions committee will make its first report; Consideration of resolutions.

10.30 a.m.—Retail Merchants' Mutual Fire Insurance Co.; C. F. Rannard.

11.00 a.m.—Taxation, by Wm. Iversach, of Isabella, Man.

Wednesday Afternoon

2.00 p.m.—Address by F. P. Mann, president, North Dakota R.M.A. Subject, "Looking Ahead in the Retail Business."

3.00 p.m.—Address by H. E. Hart, Long Prairie, Minn. Subject, "Ideas That Have Increased Our Business."

Wednesday Afternoon

4.00 p.m.—Address by A. W. Gibb, C.A., assistant inspector of taxation, Dominion Taxation Office. Subject, "How to Make out an Income Tax Return," illustrated by chart; Questions; discussion.

Wednesday Evening

8.00 p.m.—Special program at theatre; Feature films, music, songs, Chairman, Brandon.

Address by F. C. Middleton, secretary of community organization department of the Social Service Council of Manitoba. Subject, "Farmers and Merchants—Community Team-mates"; View windows in window dressing contest.

8.00 p.m.—Note: If the committee considers that the occasion demands it, a special address could be put on at the City Hall for clerks, by H. E. Hart. Subject, "Our Store Club—How Clerks Can Help a Store."

Thursday Morning, June 19th

9.30 a.m.—Resolutions; Nomination of provincial officers.

10.30 a.m.—Questions, new business.

Thursday Afternoon

2.00 p.m.—Address by W. J. Keyes, of the Kelvin Technical High School and Extension Department, of University of Manitoba. Subject, "Practical Retail Advertising," fully illustrated.

3.00 p.m.—Address by Mr. Edwin Loftus, K. C., lecturer, Manitoba Law School, prominent Winnipeg barrister. Subject, "Commercial Law as Related to the Retailer." Election of provincial officers.

5.00 p.m.—Motor drive to places of interest in the city.

Thursday Evening

7.10 p.m.—Banquet tendered to visitors attending the convention by the Brandon branch of the Retail Merchants' Association of Canada, the Board of Trade, the Kiwanis Club, the Commercial Travelers' Association and the Retail Clerks. Special addresses by Dr. J. A. MacLean, president of the University of Manitoba, and the convention speakers' entertainment.

Special feature during the convention —The big merchandise display at the City Hall. The window dressing contest. Special entertainment for the ladies attending the convention.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

THE unsettled labor conditions are having their effect on all markets in a more pronounced buying movement; this has meant good business for the retailer and wholesaler, but at the expense of stocks that might be difficult to replace if the general strike movement should spread.

MONTREAL—Grocers are doing a great deal of business, and the out-go to country points as well as to the city is reasonably heavy. For the most part, the market is strong, and changes have been made on quite a number of lines in the way of advances. Among these are condensed milk, camphor, grape juice, chocolate and cocoa. Canadian and other beans are advanced and peas are firmer. Nuts of various kinds are marked up again, and various dried fruits, including raisins, apricots and prunes, are up to higher levels. Oats and oranges and lemons are higher. There is a much firmer tendency on canned corn and peas, and advances may come. The flour market is strong with export demand so good. Pepper, cloves and cassias are still stronger, but advances are not yet made. Cereals are quite steadily firm.

There is some indication of a turn for the better on coffees in the Brazil market, but it is doubtful if lower prices will be possible just now. Cherries are reduced in price as are also cocoanuts, cabbage and string beans. Trade is satisfactory, jobbers report.

TORONTO—In spite of the fact that the past week has witnessed a very heavy demand for groceries, due to people in the city stocking up, fearing that a general strike might result in a shortage of the necessities, prices of commodities show comparatively few changes. The principal feature of the market has been the sharp advances in practically all provisions. Hams and bacon show higher prices to the extent of from two to three cents per pound. Cooked meats, too, are higher. The strong position of the market for live hogs has brought this about, and both fresh "cuts" of pork and all pork products are at very high levels at the present time. Butter, cheese and eggs are also very high. New advances are recorded this week. Cheese is steadily rising, and bidding on the various boards, throughout the country, is very keen.

A scarcity of rices is reported among the wholesalers, and some of the better qualities have advanced from two to three cents per pound. The higher grades have been pretty

well cleaned up, and what remains in the dealers' hands at the present time is largely poor stuff. The market for teas is practically unchanged, although very firm, with the tendency upward. Dealers are predicting higher prices for Japanese teas, and claim that they will be fully five cents higher on this year's crop. The Canadian tea market just now is about the lowest of any and this is chiefly due, dealers state, to the fact that heavy stocks were held by most houses. Quotations on coffees at primary markets continue to advance, although quotations at Toronto this week show comparatively little change. The tendency, however, is upward, and dealers look for higher quotations in the near future.

All canned goods, both in fruits and vegetables, continue in light supply, and prices of the same are very strong. Dried fruits, too, are very limited. Some of the smaller sizes of prunes are still available, but are offered at higher figures this week. Raisins, too, are in advance of last week's quotations, and stocks are of rather narrow dimensions. New fruits and vegetables continue to arrive in fairly heavy quantities, although prices are still very high. Pineapples are slightly firmer this week and strawberries are unchanged.

There is quite a heavy demand for both Manitoba and Ontario winter wheat flour, but prices are steady at \$11 for both kinds. Cereals in bulk, in some instances, show higher levels, and some others are easier. Package goods are unchanged. A firmer market prevails in spices, with some marked higher.

WINNIPEG—At time of writing the strike was still in progress, and it has demoralized all business. There was a rush by retailers on jobbers for supplies, as the consumer bought heavily the first two days of the strike feeling that the food supply would likely be cut off. However, there was very little shortage as far as the consumer was concerned. There was some suffering on account of bread, milk and ice being cut off, but it was not long before these were being supplied. On account of householders laying in stocks of flour during the first two days of the strike, the demand for bread fell off considerably. Jobbers have been buying practically nothing. Their chief trouble has been that the railway companies refuse to take freight for country points. This caused more trouble than the demand for food in the city. An enormous demand for all kinds of food is expected as soon as the strike is over.

QUEBEC MARKETS

MONTREAL, May 28—A great deal of firmness characterizes this market and there have been quite a number of advances. Good trade is reported and there is quite an active buying tendency. Supplies of new goods are being received from time to time, while some lines are none too plentiful.

Chocolate, Camphor, Grape Juice, Milk Up

Montreal.

VARIOUS LINES.—Advances have been made for Borden's Eagle Brand milk, which is now selling at \$9.60 per case, the previous price being \$9.25. Reindeer milk is also up to \$9.15 from \$8.95.

An advance has been effected in one quarter for a private brand of chocolate, indicating a stronger cocoa and chocolate market to the extent of 1c to 2c per lb.

Niagara grape juice has been advanced by one jobber from \$4 per doz. quarts to \$5; pints, \$2.25 to \$2.75, and individual sizes 85c to \$1.

Camphor in boxes—15 oz. packages—is advanced 50c to \$3.75.

More Sugar Moves But Basis Firm

Montreal.

SUGAR.—Jobbers state a better movement of sugar and this is substantially supported by the refiners. Supplies of raw are coming to hand right along and transportation is satisfactory. There is no indication of a reduction, prices being steadily maintained.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1.	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3.	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	10 85-10 95
Do., 2-lb. pack.	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Corn May Go Up; Peas Look Firmer

Montreal.

CANNED GOODS.—Much greater sales have developed for canned goods than some would have thought possible a few months ago. There is no evidence of weakness on a single item in the list, but corn is particularly firm, while peas are likely to be firm. Both lines may

advance if the movement continues active, export outlets still requiring supplies. There is a good domestic demand.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 75
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25
Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 50	
Do., No. 2	2 80	3 00
Do., 2½s	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2½s	3 25	
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2½s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do. (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2½s	2 60	
Strawberry, 2s	3 97½	4 20
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 25	4 75
Asparagus, imported (2½s) ..	4 85	5 25
Beans, Golden Wax	1 85	1 97½
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	3 00	
Spinach, California 2½s	3 15	
Do. (wine gals.)	10 00	
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 40	
Tomatoes, 2½s	1 90	2 00
Tomatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02½
Peas, standards	1 40	1 50
Peas, early June	1 57½	1 60
Peas, extra fine, 2s.	2 30	2 35
Do., fancy, 20 oz.		1 67½
Potatoes, Can. sweet, 2½-lb. tins ..		2 75
Do., 2-lb. tins		1 35
Olives (in bls, 49 wine gals.), gal.		Per gal.
Specialties		7 50
Olive oil (pure), 1 gal. tins		8 00
Do., ½ gal. tins		7 00
Do., 5 gal. tins		32 00
Tomato Paste, 100 tins (case) ..		33 00
Do., 200 tins (case)		39 00
Do., 12-10 lbs.		2 50
Salad oil (bls. 50 gals.), gal.		1 45
Olives, Queen, gal.		
Canned Fish—		
Salmon—		
“Clover Leaf,” ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.		1 87½
Pale, 1 lb., doz.		2 37½
Pinks, ½-lb., doz.		1 62½
Cohoos, 1-lb. talls		5 75
Cohoos, 1-lb. flats		2 25
Cohoos, ½ lbs., flat		1 75
Herrings, kipplers, dz. (4 dz. case) ..		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.		2 25
Labrador salmon, 1-lb. flat		3 60
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat		1 90
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00

Oysters (Canned)—		
5 oz., doz.		2 60
10 oz., doz.		4 75
Lobsters, ¼-lb., doz.		2 25
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls		8 25
Do., ¾-lb., doz.		6 00
Do., 1-lb. flats		8 25
Lobster paste, ½ lb. tins.	3 25	3 40
Sardines (Amer. Norweg'n style)		14 50
Sardines (gen. Norwegian)		22 00
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French		32 00
Scallops, 1-lb., doz.		3 25
Scotch Snack, No. 1, dz., Montreal ..		2 50
Do., Eastern trade		2 65
Do., Winnipeg and Western		2 85
Scotch Snack, No. 2, doz.		4 50
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)		6 75
Clams (river) (1 lb.), doz.		1 90

Beans Reach \$5.00; Peas Are Up, Too

Montreal

PEAS AND BEANS.—The tendencies of the bean market are steadily higher. This is evidenced in an advance to \$5 per bushel for Canadian beans, and the tendency is upward on other varieties. There are still plenty of beans to be had, it is stated, but there is a more active demand, and this has helped the price basis. Peas are marked up this week too.

Beans—

Canadian, hand-picked, bush.	5 00
British Columbia	5 00
Brown Beans	3 50 4 00
Japanese	4 50 4 60
Yellow Eyes	5 50
Lima, per lb. (as to quality) ..	0 10 0 15
Kidney beans	6 00 6 50
Peas, white soup, per bushel	3 25 3 50
Peas, split, new crop (98 lbs.) ..	5 50 6 00
Peas (blue)	0 08 0 09

Further Advances Show For Rice

Montreal

RICE, TAPIOCA.—As far as rices are concerned, there is more strength again, and one jobber has this week made a straight advance of one to one and one-half cents in his prices. Another jobber has made advances of from 50c to \$2.35 per 100 lbs. This bears out the definite tendencies referred to in recent issues of CANADIAN GROCER, and for the past two weeks in particular.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	14 00
Honduras	0 15
Siam, No. 2	7 65 8 00
Siam (fancy)	10 50 11 00
Rangoon “B”	9 75
Rangoon CC	8 10
Mandarin	10 75
Pakling	9 50
Tapioca, per lb. (seed)	0 11½
Tapioca (pearl)	0 11½
Tapioca (flake)	0 11

Almonds, Walnuts, Peanuts Advance

Montreal.

NUTS.—Strength has developed in various lines of nuts, almonds, peanuts, walnuts, pecans and filberts being advanced in some quarters. This is a tendency that may continue for some time. There is strength in outside as well as in the local market, and with a fair amount of buying jobbers look for a firm market all around.

Almonds, per lb.	0 27 0 28
Almonds (shelled)	0 55 0 56
Almonds (Jordan)	0 70
Brazil nuts (new)	0 24 0 26

Brasil nuts (med.)	0 16	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 16	0 15½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 40
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 16	0 18
Walnuts (shelled)	0 80	0 83
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Prunes Up Again; Apricots, Raisins

Montreal.

DRIED FRUITS.—Jobbers are beginning to feel that if prune prices advance further, there will be a tendency to buy even more sparingly. Prices have advanced here again, and there is such a strong tendency in California and Oregon that record high quotations are bound to be made. Raisins are again advanced on some of the seedless grades, while "slab" apricots are quoted at 23-24c, this being an advance of one cent.

Dried Fruits—		
Choice	0 24	0 25
Slabs	0 23	0 24
Fancy	0 30	
Apples (evaporated)	0 19	0 21½
Peaches (fancy)	0 25	0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22½
Drained Peels (old)—		
Citron	0 45	
Lemon	0 36	
Orange	0 37	
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case	12 75	
Cut, 10-lb. boxes (lb.)	0 48	
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Malaga, table box of 22 lbs., 3-crown cluster.		
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6-crown cluster, \$7.00-\$8.75.		
Cal. seedless, cartons, 16 oz.	0 14½	0 15½
Choice seeded, 12 oz.		0 10½
Fancy seeded, 16 oz. pkgs.	0 15½	0 16
Choice seeded, 16 oz. pkgs.	0 13	0 17
Seedless, 1 lb. packages	0 13	0 15
Do., 15 oz. pkge.	0 17	0 18
Do., bleached, 15 oz. (choice)		0 15
Do. (fancy)		0 18
Valencias, selected		0 11½
Valencias, 4-crown layers	0 11½	
Sultanas (bleached), 50-lb. boxes	0 18	0 20
Do. (15 doz. boxes)		0 22
Currants, old pack., 15 oz.	0 29	0 31
Currants, Greek (bulk)		0 18
12 oz.		0 16½
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs	0 20½	0 23
Pkgs. 8 oz. (30 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
80 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32
Cal. currants (loose)	0 18	0 22
Cal. "Currants," 15 oz. pkge.	0 20	0 22
Dates, Excelsior, per case (36-10s)		7 00
Do., Dromedary (36-10 oz.)	8 25	8 50
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs.)		5 40
Do., (28 8-oz. bxs.)		3 50
Do., (12 10-oz. bxs.)		2 20
Figs (cooking), 50-lb. boxes, lb.		0 16
Prunes—		
California (25-lb. boxes)—		
30-40s	0 22	0 26

40-50s	0 20	0 24
50-60s	0 19	0 22
60-70s	0 18	0 21
70-80s (25-lb. box)		0 19
80-90s		0 17
90-100s		0 16
50-lb. boxes, 80-90s		0 14½
90-100s	0 18	0 14
70-80s	0 17	0 19
80-90s	0 16½	0 16½
90-100s	0 14	0 15
100-120s		0 11
Oregon—		
30-40s (25 lb.)	0 24	0 28
40-50s (50 lb.)		0 22
50-60s (50 lb.)		0 20
60-80s (25 lb.)		0 21
70-80s (25 lb.)	0 18	0 20

Molasses and Syrup Firm; Small Sales

Montreal.

MOLASSES, SYRUPS.—A great deal of the molasses crop of 1919 is already received and distributed. It has been pointed out that some stock was carried over and that there is a good supply in Canada. Prices are still holding steady, however, and there is now no indication of changes being effected. Syrup is steady, too. Of both commodities the sale is limited.

Barrels, about 700 lbs.	0 07½
Half bbls.	0 08
Kegs	0 08½
2-lb. tins, 2 doz. in case, case.	5 15
5-lb. tins, 1 doz. in case, case.	5 75
Corn Syrup—	
10-lb. tins, ½ doz. in case, case	5 45
20-lb. tins, ¼ doz. in case, case	5 40
2-gal. 25-lb. pails, each	2 45
3-gal. 38½-lb. pails, each	3 65
5-gal. 65-lb. pails, each	5 90
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 65
5-lb. tins, 1 doz. in case, case	6 25
10-lb. tins, ½ doz. in case, case	5 95
20-lb. tins, ¼ doz. in case, case	5 90
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case.	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80
Prices for	
Barbadoes Molasses—	Island of Montreal
Punchons	0 98 1 03
Barrels	1 01 1 06
Half barrels	1 03 1 08
Antigua Molasses—	
Punchons	0 95
Barrels	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Good Enquiry For Maple Products

Montreal.

MAPLE PRODUCTS, HONEY. — A more or less nominal market prevails for sugar and syrup. Enquiry has come in from outside buyers, both in the United States and elsewhere, and producers are holding out for high prices. There is every indication of high prices prevailing for the present at least, and particularly while there is any considerable movement.

Honey sales are still good, both of comb and pail varieties.

Maple Syrup—		
13½-lb. tins (each) (nominal)	\$2 10	\$2 25
10-lb. cans, 6 in case, per case		15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal), small lots	0 25	0 30
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 26
30-lb. pails		0 27
10-lb. pails		0 28
5-lb. pails		0 28
Honey—Buckwheat, tins or bbls.		0 22

Pepper Very Firm; Cloves, Cassias, Too

Montreal.

SPICES.—Quite a changed condition has come about as the result of heavier export buying of spices, and there is a reaction to higher levels in some outside markets. Peppers are specially strong and there may be advance here any time. Cloves are likewise firmer and there is a stronger undertone on ginger and cassias. Much business, in the aggregate, has been done.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls		0 35
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 50	0 65
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white		0 45
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 35	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamom seed, per lb., bulk		2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.		0 80
Cinnamon, per lb.		0 36
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Tea Market Has Been Very Active

Montreal.

TEA.—Advices received support the earlier cables as to the high prices obtaining for early Japan teas. It is now indicated that frost damage was considerable and that there has not been even a normal production of Japan tea. In addition to this, domestic markets have bid in much of the yield at prevailing prices, which are materially higher than those of a year ago, in some cases about 20 per cent. Local tea selling is very active.

Pekoe, Soucheongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 58	0 55
Japan Teas—		
Choice	0 65	0 70
Early Picking	0 58	0 58

Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 41	0 43
Small lots		11 20
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Coffee Demand Big; Best Grades Sell

Montreal.

COFFEE, COCOA.—It is just a little uncertain to speak with the same definiteness as within the past few weeks regarding the trend of coffee. Some indications are made that the Brazil market is becoming more favorable, and it may be possible to buy there on a better basis in the immediate future, unless buyers are more plentiful. It is

quite likely, however, that Europe will come along for increasing quantities and this would be a factor in holding quotations up to their present, or even on higher levels.

The cocoa market is quite firm, and some lines of this and of chocolate have been moved up.

Coffee—		
Bogotas, lb.	0 40	0 43
Jamaica, lb.	0 35	0 38
Maracaibo, lb.	0 37	0 39½
Mocha (types)	0 39	0 42
Mexican, lb.	0 39	0 41
Rio, lb.	0 33	0 35
Santos, Bourbon, lb.	0 38	0 39
Santos, lb.	0 37	0 39
Cocoa—		
In 1-lb., per lb.	0 38	
In ½-lb., per lb.	0 40	
In ¼-lb., per lb.	0 40	
In 1-5 lb., per lb.	0 42	

Cornmeal is Strong; Cereals Are Held

Montreal.

CEREALS.—The markets hold with more regularity than some expected. Changes have been lacking on many of the lines this week, although there is a tendency to firmness for cornmeal. Prices on rolled oats are steady and unchanged. Package cereals are big favorites these warm days.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	
5-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	5 25	5 90
Cornmeal	4 75	
Barley, pearl	5 25	5 75
Barley, pot, 98 lbs.	4 25	4 75
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	4 60	4 60
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	6 00	6 50
Hominy, pearl, 98 lbs.	4 75	5 00
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut.	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Roller oats, 90-lb. bags	4 25	4 40
Roller oats (family pack), case	5 60	
Roller oats (small size), case	2 00	
Oat Flakes (case 20 pkgs.)	5 10	
Roller wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack.)	5 80	
Rye flour (Can.), 98 lbs.	5 75	6 25
Tapioca flour, lb.	0 15	0 16

Flour Market is In Strong Position

Montreal.

FLOUR.—Markets are decidedly strong. This is brought about very largely because of the good demand from abroad, export business being satisfactory. Coupled with the home demand there is plenty to keep the mills busy, and prices, millers state, are bound to be very firm.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00	
Per bl., in (2) cotton bags, 98 lbs.	11 15	
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	

Shorts and Bran Still Holding

Montreal.

FEEDS.—There has been little change in the position of this market. It was expected that the greater abundance of grass would tend to lower prices. There is still a good demand for shorts, and

the prices are quite unchanged all around. Higher prices still are being secured for straight car lots of bran and shorts.

Feeds—

Shorts—

Mixed cars	44 25
Bran—	
Mixed cars	42 25
Crushed oats	54 00
Barley chop	50 00
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	54 00
F.O.B. Fort William	50 00

Hay Market Duller; Oats Are Higher

Montreal.

HAY, STRAW, GRAIN.—Hay is dull. This refers to delivery, for the farmers are not inclined to haul hay while seeding operations are under way. Oat prices again advanced from one to two and one-half cents per bushel. Barley is unchanged.

Hay, Straw, Grain (wholesale prices in car lots)—	
Good, No. 1, per 2,000-lb. ton.	\$40 00
Do., No. 2	38 00
Do., No. 3	36 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 90½
No. 3 C.W.	0 87½
Extra feed	0 87½
No. 1 feed	0 85
No. 2 feed	0 81½
Barley—	
No. 3 extra	1 33
No. 3	1 32
No. 2	1 35

Note—These prices are at elevator and bags and bagging are not included.

Cherries Are Down; Lemons, Oranges Up

Montreal.

FRUITS.—Cherries are reduced in price this week to \$5 per box. There is a firmer price basis for both lemons and oranges, and strawberries are rather firmer. Cocoanuts are more plentiful and the price has declined to \$8.50 per sack.

Apples—		
Ben Davis, No. 1	9 00	10 00
Russets	9 00	10 00
In boxes	5 50	6 25
Bananas (fancy large), bunch.	5 50	6 50
Cherries (California), box	5 00	
Cocoanuts, sack	8 50	
Grapefruit (fancy Porto Rico) ..	4 50	5 50
Lemons (California)	5 50	6 00
Pears, Cal., eating, small box.	4 00	

Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50
Oranges, Cal. navels, 126	6 00
Do., 150	6 25
Do., 176	7 00
Do., 200-216	7 00
Tangerines, half boxes ..	4 75
Blood oranges	4 50
Pineapples (24s to 36s)	5 50
Strawberries, large	0 40

New Beets At \$1.75; Cabbage, Beans Less

Montreal.

VEGETABLES.—New beets and carrots are in the market at \$1.75 per dozen. Beans are lower and new cabbage, too. Celery and mint, shallot onions, new potatoes and rhubarb are lower, while lettuce is higher for the curly variety. Lettuce prices, in general, will probably decline, however.

Asparagus (doz.)	6 00
Artichokes, bag	2 00
R new string (American) basket	5 50
Beets, bag	1 00
Do., new, doz.	1 75
Cucumbers, Florida (basket)	4 50
Chickory, doz.	3 00
Cauliflower (imported), doz.	5 50
Cabbage, new, crate	6 00
Cabbage, new, crate	8 00
Carrots (new), doz.	1 75
Celery (Wash.), doz.	2 50
Do., crates (3-4 doz.)	8 50
Egg plant	3 00
Horseradish, lb.	0 20
Lettuce (curly), box (3 doz.)	3 00
Lettuce, Boston, box	4 50
Leeks	2 00
Mint	0 25
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	4 00
Onions, Texas, crate	6 00
Red, 100 lbs., bag	9 00
Onions (Shallots), doz.	1 00
Oyster Plant	0 75
Parsnips, bag	2 50
Parsley (C.nadian)	0 75
Parsley (American)	1 50
Potatoes, Montreal (90-lb. bag) ..	2 00
Potatoes (New Brunswick), bag.	2 25
Potatoes (new), Florida (per bbl.) ..	9 50
Potatoes (sweet), hamper	4 00
Radishes, doz.	0 50
Rhubarb, doz.	0 75
Spinach, box	2 00
Spinach, bbls.	6 00
Turnips, Quebec	2 50
Tomatoes (hothouse), lb.	0 40
Tomatoes, crates (fancy)	8 50
Tomatoes (choice), crate	7 00

ONTARIO MARKETS

TORONTO, May 27—The markets on most lines of groceries are unchanged but very firm. All dealers seem to be agreed that tea quotations will be higher, and coffee again also shows advances. Primary markets are very strong. Rice is inclined to be scarce, particularly the better grades. Quotations are higher this week. New fruits and vegetables are selling well. Canned goods and dried fruits are of very limited quantities..

Quotations On Sugar Are Steady

Toronto.

SUGAR.—There continues to be a good movement of sugar, and prices are steady. Refiners are not predicting any higher prices for the present, and supplies are ample for the demand. It is likely that there will be a big export demand, and Canadian refiners are looked to, to supply between forty and fifty

thousand tons for overseas. There is likely, however, to be a good supply for domestic consumption throughout the busy season.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated.	10 16
Can. Sugar Refinery, extra granulated.	10 16
Dom. Sugar Refinery, extra granulated.	10 16

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis,

bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Corn Syrups Sell At Firm Prices

Toronto.

SYRUPS, MOLASSES—The market for molasses and syrups is firm at unchanged prices. The sharp advances in corn products about a month ago are well maintained, and there is no evidence of weakening at the present time.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 07½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, ½ doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55
Cases, 10-lb. tins, yellow, ½ doz. in case	5 45

Cane Syrups—

Barrels and half barrels, lb., 0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.	

Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb., table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case or 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of ½ doz.	3 60
West Indies, 1½s, 48s	4 60

Package Cereals In Big Demand

Toronto.

PACKAGE GOODS—There is a big demand for all cereals at the present time. Both rolled oats and shredded wheat are selling well. There is a heavy inquiry particularly for the latter, and supplies are being taken as quickly as they are being turned out at the mills. Quotations are firm, but show no change as compared with a week ago.

PACKAGE GOODS	
Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s case	3 60
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1½s, 48s	4 60
Cornstarch, No. 1, lb. cartons	0 11
Do., No. 2, lb. cartons	0 09½
Canada Laundry Starch	0 09½
Laundry Starch, in 1-lb. cartons	0 11½
Do., Do., in 6-lb. tin canisters	0 12½
Do., Do., in 6-lb. wood boxes	0 12½
Potato Flour, in 1-lb. pkgs.	0 16

Rices Are Scarce; Prices Higher.

Toronto.

RICES—The market for rices is

higher, practically all rices showing advances of from two to three cents per pound. All the better grades have been pretty well cleaned up, and much of the rice that is now being offered is of poor quality. Stocks among the wholesalers are not heavy.

Rices—

Texas, fancy, per 100 lbs.	14 50	15 00
Blue Rose Texas, per 100 lbs.	12 50	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	12 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	12 00	12 50
Japans, second, per 100 lbs.	11 00	12 00
Chinese XX, per 100 lbs.	10 00	
Do., Simiu	11 00	
Do., Mujin, No. 1	10 50	
Do., Pakling	10 00	
White Sago	0 11½	0 12
Tapioca, per lb.	0 11½	0 12

Almonds Scarce; Quotations Firm

Toronto.

NUTS—Trading in nuts is inclined to be quiet at this time, but prices for the most part are very firm. In some cases this week quotations are higher. Almonds are very scarce, only one or two shippers offering them. Shelled almonds are quoted at from 55 to 58 cents. There will of course be no new almonds until next December. Bordeaux shelled walnuts are likely to be very high. Some shipments that are soon expected will sell to the retailer around 85 cents. Spanish walnuts are quoted at from 82 to 85 cents, and there are some Manchurians on the market from 75 to 78 cents.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenoble, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.		0 19
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 44	0 46
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 17	0 18
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 75	0 80

Canned Goods At Strong Figures

Toronto.

CANNED GOODS—The position of the canned goods market continues very strong, with quotations on some lines marked higher this week. Salmon is still very scarce, and dealers' quotations on some lines are very high. Sockeye 1s, by the dozen, are selling at from \$4.50 to \$4.75, and in half dozens at \$2.95. Alaska reds are quoted at from \$4.25 to \$4.50. Canned tomatoes are being cleaned up around \$1.95 per case. There are some standard peas that are selling at from \$1.45 to \$1.55, and early Junes are quoted at from \$1.65 to \$1.70. Sweet wrinkles are bringing from \$1.92½ to \$1.95. There is still a little Canadian corn on the market at \$2.45.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoos, ½-lb. tins	1 35	1 50

Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 75	4 50
Whale Steak, 1s flat, doz.	1 75	1 90
Filchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2s	1 92½	2 00
Peas, standard	1 45	1 55
Peas, early June	1 65	1 70
Sweet Wrinkle	1 92½	1 95
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 02½
Canadian Corn		2 45
Corn, American, 2s, doz.		2 00
Pumpkins, 2½s	0 95	1 00
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.		10 00
Succotash, 2s, doz.	2 80	2 85
Pineapples, sliced, 2s, doz.	3 50	4 00
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 52½
Peaches, 2s		2 87½
Pears, 2s	2 35	2 37½
Plums, Lombard, 2s		1 90
Plums, Green Gage	2 17½	2 57½
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 10 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Raisins Tend To Higher Levels

Toronto.

DRIED FRUITS—Some of the smaller sizes of prunes, of a very limited quantity, still available are quoted at higher prices. The 60-70s are selling at 22 cents, the 70-80s at 19 cents, the 80-90s at from 16½ to 17 cents, and the 90-100s at 14½ cents. The market for raisins is very strong, and quotations show further advances. Seedless, 15 ounce packets, are selling at 18 cents, and seeded fancy 1-lb. packets are selling at from 14½ to 15 cents. Thompson's seedless are quoted at from 18 to 20 cents per pound. Currants and dates are unchanged in price.

Apples, evaporated, Ontario	0 20	
Apricots, unpitted		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 26
Candied Peels, American—		
Lemon	0 38	0 43½
Orange		0 45½
Citron	0 47	
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case		7 00
Dromedary dates, 3 doz. in case		8 00
Figs—		
Taps, lb.		
Malagas, lb.		
Madre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 35
Prunes—		
30-40s, per lb.		0 25
40-50s, per lb.		0 23½
50-60s, per lb.	0 22	0 24
60-70s, per lb.		0 23
70-80s, per lb.		0 18
80-90s, per lb.	0 16½	0 17
90-100s, per lb.		0 14½
100-120s, per lb.	0 11	0 11½
Peaches—		
Standard, 25-lb. box, peeled		0 20
Choice, 25-lb. box, peeled		0 23
Fancy, 25-lb. boxes		0 24

Practically peeled, 25-lb. boxes	0 22½
Extra choice, 25-lb. box, peeled	0 26
Raisins—	
California bleached, lb.	0 17
Extra fancy sulphur bleached, 25s	0 17
Seedless, 15-oz. packets	0 18
Seeded, fancy, 1-lb. packets	0 14½
Seeded, 15 oz. packets	0 15
Seedless, Thompson's, bulk	0 18
Seedless, 16-oz. packets	0 16
Do., Bakers, Thompson's, 50s	0 16
Crown Muscatels, 25s	0 17

Movement of Beans is Active

Toronto.

BEANS—There is no change in quotations on beans. The market is firm. There is a good movement of stocks, and the same are beginning to show marked depletion. Buying of beans is very free for this time of year.

Ontario, 1-lb. to 2-lb. pickers, bu.	\$4 00
Do., hand-picked	4 25
Japanese Kotoshi, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 11½

Split Peas Show Sharp Advance

Toronto.

CEREALS—The market for cereals is stronger on some lines and easier on others. Pearl barley, 98s, is quoted at from \$5.50 to \$6, and pot barley at from \$4.25 to \$4.50. Golden cornmeal is slightly easier at from \$5.40 to \$5.75. Rolled oats are selling at from \$4.40 to \$4.50 for 90s. A sharp advance is shown in split peas at \$6.20 for 98s.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	5 50	6 00
Barley, pot, 98s	4 25	4 50
Barley Flour, 98s	4 25	4 50
Buckwheat Flour, 98s	7 25	8 00
Cornmeal, Golden, 98s	5 40	5 75
Do., fancy yellow, 98s	5 25	5 50
Corn Flour, white, 98s	4 60	4 85
Do., Government standard, 98s	4 25	4 50
Hominy grits, 98s	5 25	5 50
Hominy, pearl, 98s	5 00	5 25
Oatmeal, 98s	4 55	4 50
Oat Flour	4 40	4 50
Rolled Oats, 98s	6 50	7 00
Rolled Wheat, 100-lb. bbl.	8 00	8 00
Rice Flour, per 100 lbs.	6 75	6 75
Linseed Meal, 98s	6 50	7 25
Rye Flour, 98s	6 20	6 20
Peas, split, 98s	0 10	0 10
Blue peas, lb.		

Above prices give range of quotations to the retail trade.

Upward Trend in Spice Quotations

Toronto.

SPICES—The tendency in the market for spices is again upward, and a revised price list this week, in a good many instances, shows upward tendencies. All spice is selling from 19 to 21 cents per pound. Black pepper is offered at from 37 to 40 cents, and white pepper at from 47 to 50 cents. American high test cream of tartar, two ounce packages, is selling at \$1.80, four ounce packages at \$3, and 8 ounce packages at \$6.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 40	0 55
Cayenne	0 32	0 35
Cloves		0 50
Ginger	0 30	0 35
Herbs—sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 37	0 40
Peppers, white	0 47	0 50

Paprika, lb.	0 60	0 65
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole		0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
cream of Tartar—		
French, pure	0 75	0 80
American high test		
2-oz. packages, doz.	1 80	
4-oz. packages, doz.	3 00	
8-oz. tins, doz.	6 00	

Japan Teas Will Show Advances

Toronto.

TEAS—Owing to the high rate of exchange on Ceylon, prices on Indian teas are likely to be very much higher, according to the opinion of a prominent jobber. He is also the authority for the statement that Japanese teas will also show substantial advances for this year. Reports from Japan are to the effect that the crop is not a heavy one, and the leaf is very coarse. Jobbers state that the present is a very opportune time to buy tea, as the Canadian market is the lowest in the world. Dealers' prices show no change as compared with last week.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 40	0 45
Japans and Chinas		
Early pickings, Japans	0 53	0 55
Second pickings	0 48	0 50
Hyson Thirds, lb.		0 45
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Coffees Still Tending Upward

Toronto.

COFFEE—The tendency of the coffee market is still upward, and quotations at primary markets show fresh advances. Santos 4s, at New York, are quoted at 24 cents, which laid down in Toronto means 33 cents. Rios, the lowest grade used, is quoted at New York at 19 7-8 cents, costing the dealer delivered in Toronto, 30 cents. Santos are quoted a little higher this week, at from 42 to 43 cents.

Coffee—

Java, Private Estate	\$...	\$0 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaibo, lb.	0 41	0 43
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica		0 50
Mocha, lb.	0 46	0 48
Mocha, Arabian, lb.		0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 42	0 43
Santos, Bourbon, lb.	0 41	0 42
Ceylon, Plantation, lb.		0 48
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Strong Prices In Maple Syrup

Toronto.

MAPLE SYRUP, HONEY—All quotations on maple syrup are very strong, and in fact prices are almost too high to induce much buying. Quotations on honey show no change, and at present

there is only a very moderate demand for the same.

Honey—

Clover—

10-lb. tins	0 25	
60-lb. tins		0 24
Buckwheat, 60-lb. tins, lb.		0 20
Comb, No. 1, fancy, doz.	3 75	4 20
Do., No. 2, doz.		3 00

Maple Syrup—

8½-lb. tins, 10 to case, case.	17 00
Wine qt. tins, 24 to case, case.	16 00
Wine ½ gal. tins, 12 to case, case.	15 00
Wine 1 gal. tins, 6 to case, case.	14 00
Imperial 5 gal. cans, 1 to case, case.	14 00

Maple Sugar—

50 1-lb. blocks to case, lb.	0 29
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Imported Fruits Continue High

Toronto.

FRUITS—Imported fruits continue to arrive in fairly large quantities, and prices on the same are very firm. Strawberries are quoted at 38 cents per box, and new arrivals from Monett, Missouri, extra fancy "aromas," are expected this week. The market for pineapples is stronger, and quotations range from \$5.50 to \$6.50. California cherries are selling at from \$4.50 to \$5. Grapefruit is quoted higher by some dealers, and in some instances prices are steady with last week. Grapefruit is selling all the way from \$4 to \$7.25. California navel oranges are selling all the way from \$5.25 to \$7.50. Valencias range from \$5 to \$7.

Apples—

Do., Winesaps, box		\$7 00
Bananas, per lb.	0 07	0 07½

Grapefruit—

California, seedless, 64s, 80s, 94s and 100s	5 00	7 25
Do., 48s	4 00	6 00

Oranges—

California navels, 100s		5 25
Do., 126s		6 00
150s, 176s, 200s, 216s, 250s	6 50	7 50

Valencias—

126s, 150s, 176s, 200s, 216s..	6 50	7 00
250s, 288s	6 00	7 00
324s		5 00

Lemons, Cal., 270s, 300s, case..

Do., 360s	4 75	5 00
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Pineapples—

Cuban, 18s, 24s, 30s, 36s, case	5 50	6 50
Strawberries, quarts	0 38	0 00
Rhubarb, doz. bunches	1 50	
Cherries, Cal., box	4 50	5 00

Active Demand For New Vegetables

Toronto.

VEGETABLES.—There is an active demand for all new vegetables and arrivals are very plentiful just now. Some very fine Florida tomatoes are on the market, selling all the way from \$6.75 to \$8.50 per case. Hothouse tomatoes range from 20 to 45 cents per pound. New potatoes are from \$7.75 to \$8.50 per barrel, and cabbages by the crate are from \$6 to \$7. Florida celery is fairly plentiful at from \$4.75 to \$7.50. New carrots and new beets are selling at from \$3 to \$3.50 per hamper.

Can. Asparagus, 2 doz. bunches	\$2 00	\$2 50
New beets, hamper		3 00
Cabbage, crate	6 00	7 00
Celery, Florida, 3s to 6s, 8s.	6 00	7 50
Do., 10s		4 75
New Carrots, hamper	3 50	0 00
Cucumbers, fancy, large hampers		4 50
Choice, large hampers	3 50	0 00
Plain, large hampers	2 50	0 00
Leamington hothouse cucumbers, 11-qt. basket	2 50	3 50
Lettuce, head, Cal. Iceberg, 4 to 5 doz. case		4 50

Do., Do., Florida, 30 head to hamper	4 50	0 50
Do., leaf, doz.	0 40	0 50
Onions—		
Green onions, doz.	0 25	0 30
Texas Onions, crate	5 00	6 25
Parsnips, bag	0 75	0 75
Parsley, large bunches, doz.	1 00	1 25
Peppers, green, doz.	1 00	1 00
Potatoes, Sweet, Louisiana, hamper	2 50	2 50
New potatoes, Florida	7 75	8 00
Turnips, hamper	2 75	0 00
Potatoes, Ontario, bag	2 00	2 25
Spinach, bushel	1 00	1 50
Tomatoes, Florida, 124s, 144s	7 50	8 50
Do., 72s, 84s and 180s	6 75	8 00
Do., Hothouse, No. 1, per lb.	0 20	0 45

they intended to be prepared for such a situation. The price of both Manitoba wheat flour and winter wheat flour to

the retail trade is the same, at \$11 per barrel.

Millfeeds Are At Lower Prices

Toronto.

MILLFEEDS.—Demand for millfeeds is a little quieter this week, good pasture in the country somewhat lessening the inquiry. The mills are selling bran to the retail trade at \$42.50, and shorts at \$44.50 per ton.

Bran, per ton	In carlots, track	42 50
Shorts, per ton		44 50

WINNIPEG MARKETS

WINNIPEG, May 26—There is a general uncertainty in the market at the present, owing to the strike situation. This has prevented the incoming and outgoing of goods and as a result has complicated the orderly working of market conditions.

Better Demand For Beans in Winnipeg

Winnipeg.

BEANS.—B. C. beans are coming into this market of good quality but are not moving too freely. However, the sale of beans is picking up compared with what it was.

Shortage of Sockeyes Reported From Vancouver

Winnipeg.

SALMON.—Advices received from the coast indicate that there is likely to be a shortage of sockeyes. The feeling here seems to be there is likely to be a small catch this year, and it is said the price might be higher than last year. Brokers state that they look for prices of other lines to be on about the same basis as a year ago but point out that the market here is flooded with cheap salmon such as chums, which are selling below opening prices.

High Prices Prevail On All Dried Fruits

Winnipeg.

DRIED FRUITS.—The market on all dried fruits is very high. Brokers state that it is impossible to buy prunes in the primary market except old stock. The high price has had the effect of stopping consumption. A wire recently received instructs brokers to book firm at opening prices. What deliveries will be they don't know here. Evaporated apples are very firm, and the prices being quoted by local jobbers vary as much as 3c per pound according to the stocks they purchased. The market is expected to be cleaned up very shortly. Considerable difficulty is experienced in getting old crop raisins.

Expect No Change in Sugar Prices

Winnipeg.

SUGAR.—The market is practically stationary and jobbers are not expecting any change just now.

Syrup High Until Corn Market Declined

Winnipeg.

SYRUP.—Supply of Rogers' syrup is not too plentiful, but stocks are on the way. The market is firm and is not likely to go lower as long as the corn market remains high.

This Will Mean Higher Coffee Prices

Winnipeg.

COFFEE.—During the past week the market has been tending upwards, and it is stated that coffee is selling lower in Winnipeg to retailers than jobbers could replace their stocks at.

Green Coffee—		
Rio, No. 7	0 26	0 28
Santos, fine old crop	0 30	0 32
Bourbon		0 30
Mexican	0 36	0 38
Bogota A	0 36	0 38
Costa Rica	0 37	0 40

Expect Decline in Canned Corn

Winnipeg.

CANNED GOODS.—Some canned corn is being brought in from the United States, but there is a tendency for jobbers to buy from hand to mouth. They feel that there is likely to be a drop in price as soon as the new crop is announced. They feel particularly that corn will be lower, as it opened very

high last year. Other brokers point out that it will be six months before they get their stocks. It is too early to predict what prices on other vegetables are likely to be. The representatives of the canners were here last week. It is understood that the jobbers put matters up to them pretty straight, but that orders are being placed for next year's supply. There has been very little sale here for canned strawberries and raspberries, which have been retailing at 40 to 45 cents a tin. When prices were announced last year the jobbers bought light, and they were right. Brokers feel that the price of fruits will not be much lower next year.

Peanut Shortage Only Temporary One

Winnipeg.

NUTS.—Since the advance which took place a week or so ago there has been no change in price on peanuts. Stocks in Winnipeg are temporarily short, but ample stocks are in transit.

Fruit and Vegetables Suffer During Strike

Winnipeg.

FRUIT AND VEGETABLES.—Fruit and vegetables suffered perhaps more from the strike than any other line of foods. Being perishable there was a tendency not to allow them to come into the city, and it would be impossible to handle it if it had arrived as jobbers could not get cars placed, the switchmen being out, too. As a result, most of the wholesale fruit and vegetable houses have been closed.

Cucumbers, doz	3 00	3 25
Cabbage, Cal., new		0 12
Cabbage, lb., local		0 07
Beets		0 07
Carrots		0 07
Head lettuce (case)	3 50	4 00
Turnips, cwt.		4 00
Onions, silvers and yellows, lb.		0 12
Radishes, doz.		0 40
Parsley, imported, doz.		10 00
Celery, Florida		4 00
Cauliflower, doz.		10 00
Potatoes, 10-20 bush. lots, bush.		0 50
Tomatoes, Florida		3 50
Onions, green, 10 doz. box, per doz.		7 00
Asparagus, 10 doz. box, per box		5 00
Oranges		0 08 1/2
Lemons, Cal.		8 00
Bananas, lb.		2 50
Strawberries, case, qts.		6 00
Rhubarb (Man. hothouse)		7 00
Rhubarb (Washington), 40 lb. box		5 50
Grapefruit, Cal., case		8 00
Grapefruit, Florida, case		7 00
Cherries		6 00
Apples—Boxes		6 00

BRITISH COLUMBIA MARKETS

VANCOUVER, May 26—Tie-ups in the cable lines have been a disturbing factor in the trade of late and have made trading with the Orient difficult. Spices have declined somewhat in keeping with lower water freights, but other stocks remain firm.

No Cheap Herrings; Buying Active

Vancouver.

HERRINGS.—There is considerable business being booked for herrings,

probably owing to the fact that those buyers who have been holding back expecting cheaper fish from the British market are realizing that cheap herrings will not come from the British waters this year at least.

Lower Freights Reduce Spice Prices

Vancouver.

SPICES.—Spices generally are reflecting the lower water freight rates more than any other commodity affected. Prices continue to decline.

Sockeyes Sold Out; Red Springs Packing

Vancouver.

CANNED GOODS.—Almost the entire pack of sockeye has been contracted for by British firms at prices the same as last year's Government prices. Even higher prices were paid in some cases. It is expected that all the chums held in stock will be disposed of to Europe, as credits have been arranged at Ottawa with several European neutrals and Allies.

COHOES.—Some tentative orders are placed subject to approval of opening prices.

PINKS.—Buying is active for new pack at last year's Government prices.

Red spring salmon is being packed now along the west coast of Vancouver Island. The run is light.

An effort was made by the salmon packers to have an embargo placed on raw salmon. This to stop American packers from buying fish from our waters and packing them on American side. This embargo was refused, as it was stated the returned soldiers wanted the competition to boost the price of salmon, as paid to the fishermen. The American packers can take Canadian raw fish free of duty, but 15 per cent. duty is charged if we pack and can fish here.

Canned Goods—

Canned tomatoes, 2½s, doz.	2 00
Do., peas, stand., 2s. doz.	1 75
Do., early June, 2s. doz.	1 90
Do., corn, 2s. doz.	2 35
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s. doz.	4 10
Do., strawberries, 2s. doz.	4 25
Do., peaches, 2½s, doz.	3 50
Do., plums, 2s. doz.	2 10
Do., pineapple, 2s. doz.	3 25
Do., p. upkin, 2½s, doz.	1 40
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoes	14 00
Do., pinks	9 50
Do., chums	9 50
Do., pilchards	7 50

Signing of Peace May Advance Coffee

Vancouver.

COFFEE.—Coffee merchants expect higher coffee quotations in primary markets. The flurry is mostly speculative but very firm at rising prices.

Tea Tax Uncertain; Buying Heavy

Vancouver.

TEA.—Buying is brisk and prices firm. The doubt as to the amount of tax likely to be collected is making buyers load up as much as possible early.

Heavy European Buying In Primary Markets

Vancouver.

BEANS.—Heavy European buying

finds primary markets ¾ cent higher than Vancouver prices. Cables have been jammed for ten days. Twice within two months this has occurred, last time for fourteen days. Kotosashi's quoted 6½ Japan and 6c Vancouver c.i.f., also Japan quotations in American funds which involves the 3 per cent. exchange.

Beans, lima, Manchurian, 100s ..	0 12½
Do., lima, California ..	0 12½
Do., white, 100s ..	0 08
Do., Kotosashi, 100s ..	0 07

India, Africa, France Buying Dried Fruits

Vancouver.

DRIED FRUIT.—Australian cables are also loaded and messages suffer great delays. India and Africa are both big buyers of Australian dried fruit. France is also buying heavily to keep up her wine production. Some packers have already pro-rated deliveries.

Dried Fruits—

Choice peaches, 25s ..	0 28
Do., apricots ..	0 32
Do., apricots, standards ..	0 30
Do., apples ..	0 19
Do., pears ..	0 26½
Prunes, 60-70 ..	0 17½
40-50 ..	0 21
Raisins, Muscatels, 1 crown ..	0 15
Seeded ..	0 36
15 oz. ..	0 25
Oranges, run, per case ..	6 25
Currants ..	0 16

Buy to Advantage From Spot Stocks

Vancouver.

PEANUTS.—Peanuts feel the effect of the market on peanut oil, in common with other edible oils. Peanuts are selling in Japan for 10c, while spot stocks in Vancouver can be moved for 7 c.i.f. Scarcity of butter both raises prices of edible oils, and increases demand for peanut butter.

With Butter High, Edible Oils Advance

Vancouver.

EDIBLE OILS.—Unprecedented European buying on account of butter scarcity, has made markets on edible oils jump 50 per cent. in last month, or from 13c to 19c in the case of peanut oil. The margarine manufacturers are the buyers.

Stocks of Sugar Ample For Demand

Vancouver.

SUGAR.—There is little change in sugar and stocks appear adequate to meet demand.

Sugar, granulated ..	\$10 05
Do., yellow ..	9 40
Do., icing ..	10 45

Fruits Show Easier Prices

Vancouver.

FRUIT.—There is a little easier feeling in fruits generally and wider range are offering now.

Fruits—	
Oranges, run, per case ..	7 25
Do., med., sweet ..	...
Grapefruit, Florida ..	10 50
Grapefruit, California ..	4 00
Lemons, per case ..	4 00
Bananas, lb.	0 09
Apples, Yellow Newtons, per box ..	4 25
Do., Winesaps, per box ..	4 75
Strawberries, 24s, crate ..	6 00
Rhubarb ..	0 02½

Sharp Advance Reported on Rice

Vancouver.

RICE.—There has been a local flurry in rice owing to the attempt of Japanese interests to buy.

Rice, Siam, No. 1, per ton ..	...
Do., Do., No. 2, per ton ..	160 00
Do., China, No. 1, per 40 mats ..	170 00
Do., Do., No. 2, per 40 mats ..	140 00
Do., California ..	210 00
Tapioca, 140s ..	0 10
Sago, 140s ..	0 10

Flour and Cereals Are Unchanged

Vancouver.

FLOUR AND CEREALS.—There has been little change of late in these commodities, though the possibility of strikes here stimulated buying.

Rolls oats, 80s, each ..	4 40
Flour, Govt. standard, 24s ..	11 40
49s ..	11 00
98s ..	10 80
Cornflour, 98s, per bbl.	13 50
Cornmeal, 98s ..	11 50
Barley, pot, 98s ..	0 06
Do., pearl ..	0 06½

Higher Prices For Eggs Predicted

Vancouver.

PRODUCE.—Last fall many farmers killed off their poultry, and as a result high prices for eggs are predicted. The egg situation is much the same as the butter situation, in that higher prices for produce will permit the use of the high-priced acreage in B. C.

PRODUCE	
Dressed hogs ..	0 29½
Breakfast bacon, medium ..	0 50
Hams, medium ..	0 41
Pure lard, tierce basis ..	0 34
Do., compound ..	0 26
Butter, New Zealand prints ..	0 64
Do., Alberta Cr., prints ..	0 64
Margarine, prints ..	0 34½
Eggs, fresh ..	...
Do., storage ..	...
Cheese, large ..	0 32
Do., twins ..	0 32
Potatoes, Lillooet, per ton ..	36 00
Fish—	
Frozen Halibut, per lb.	0 15 0 17

WINNIPEG PROVISION MARKETS (Continued from page 49)

throughout the strike. At the time of writing the strike is still on and there was no fish coming into Winnipeg. As a result wholesalers were compelled to draw on their frozen stock. However, it is nothing unusual to sell frozen fish at this time of the year, as some people prefer frozen fish, while others like the fresh fish. During the first two days of the strike the demand was very poor as people were rushing for canned goods and neglected perishable goods. As soon as the strike is over fresh lines are expected, chiefly salmon at 30c; halibut at 20c, and trout at 20c. The white fish season begins early in June.

LAKE FISH	
Whitefish (cleaned), lb.	0 12½
Whitefish (frozen), lb.	0 12
Pickrel, lb.	0 13
Pickrel Fillet, lb.	0 35
Frozen Trout, lb.	0 16
Fresh Trout ..	0 20
Round Jackfish, lb.	0 09
Dressed Jackfish, lb.	0 09½
Frozen Goldeye, lb.	0 07½
Speckled Trout, lb.	0 35
Fresh Salmon ..	0 30
SEAFISH	
Fresh Halibut ..	0 20
Frozen Halibut, lb.	0 20
Frozen Salmon, lb.	0 20
Fresh Salmon, lb.	0 30

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., May 27.—A slight change has taken place in sugar. Hurdreds remains the same; twentys are 15 cents, and tens 10 cents; per bale, cheaper. Eagle condensed milk has advanced 35 cents, and Reindeer 25 cents per case. California spinach two and halves, new pack, are \$5.60 per case. Lard in threes is now \$22.20. Creamery butter is 58 and 59 cents. Large cheese are 33 to 34½ cents. California strawberries in twenty-basket crates are \$5.25. A shipment of the new season's Eastern strawberry jam here is selling at from 98 cents to \$1.05 for fours. Owing to the strike flour stocks are almost cleaned up. Eggs are \$14.50.

Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 80
Do., No. 2		3 95
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 33	0 34½
Butter, creamery, lb.	0 58	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		22 20
Eggs, new-laid, local	14 00	14 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack		5 60
Apples, gal., Ontario, case	2 75	3 00
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	8 75
Cherries, 2s, red, pitted		6 40
Apples, evaporated		0 22
Do., 25s, lb.		0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s		0 15
Do., 60-70s		0 21
Do., 40-50s		0 24
Salmon, pin. tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	8 00
Lemons, case	6 00	6 50
Grapefruit, California		7 00
Strawberries, 20 basket crate		5 25
Strawberries, Cal., 20 basket crate		5 25

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., May 27.—Considerable business activity is noted here as a result of the big strike in Winnipeg, wholesale grocers serving a territory as far east as Brandon and many points in Southern Manitoba. The Regina soda fountains are dry owing to the inability to get gas from Winnipeg. Another sharp rise has just occurred in rice, advancing from \$20 to \$25 per ton, or from

\$1 to \$1.25 per 100 pounds. Four carloads of plums and pears were shipped this week from Regina to England. There are no canned peaches on the market. The produce situation remains unchanged.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	3 86
Rice, Siam, cwt.	8 40
Sago, lb.	0 11¾
Tapioca, lb.	0 11¾
Sugar, pure cane, gran., cwt.	10 99
Cheese, No. 1 Ontario, large	0 30
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 50
Tomatoes, 3s, standard case	4 25
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Grapefruit	7 50
California oranges	7 00
Pineapples	7 00
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., May 27.—The market shows great firmness. The changes are mostly advances in granulated cornmeal from \$6 to \$6.10, and on cornmeal from \$3.90 to \$4. Rice has advanced from \$9.75 to \$10, and fresh eggs from 46 to 48 cents. Case eggs are now selling at 46 cents. Breakfast bacon has advanced to 46 cents. Peaches are selling at \$6.20. Peas are selling at from \$3 to \$3.20. There are no apricots on the market. Bermuda onions are from \$5 to \$5.50. California grapefruit is bringing from \$8 to \$9.

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	6 00
Cornmeal, ordinary, bags	3 90
Rice, Siam, per 100	9 75
Molasses	0 88

Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 31
Eggs, fresh, doz.	0 46
Eggs, case	0 46
Breakfast bacon	0 42
Butter, creamery, per lb.	0 46
Butter, dairy, per lb.	0 43
Butter, tub	0 42
Margarine	0 38
Lard, pure, lb.	0 36½
Lard, compound	0 29
American clear pork	56 00
Beef, corned, 1s	4 90
Tomatoes, 3s, standard, case	3 90
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 20
Corn, 2s, standard case	4 30
Peas, standard case	3 00
Apples, gal., N.B., doz.	4 00

Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00
Cohoos	14 50
Chums	8 50
Evaporated apples, per lb.	0 20½
Peaches, per lb.	
Apricots, per lb.	0 24
Potatoes—	
Natives, per bbl.	4 00
Onions, Can., bag	4 25
Do., Bermuda, per crate	5 00
Lemons, Cal.	6 50
Oranges, Cal., case	6 50
Grapefruit, case	8 00
Bananas, per lb.	0 08½
Apples, box	6 00

WEST INDIAN SUGAR PRODUCTION PROMISING

That there should be no sugar shortage this year, seems to be an opinion that is well founded, judging from recent statistics on the output in Cuba, the British West Indies and San Domingo. The Cuban output for the 1918-19 period at 3,600,000 tons shows an increase over the corresponding period a year ago of 153,917 tons. Production in the British West Indies at 215,900 tons represents an increase of 36,114 tons. San Domingo, from where comes most of the sugar consumed in Canada, had a production of 175,000 tons this year, as compared with 145,000 tons in the preceding period, and with 130,171 tons in the 1916-17 season.

BRAZIL COCOA AND TOBACCO

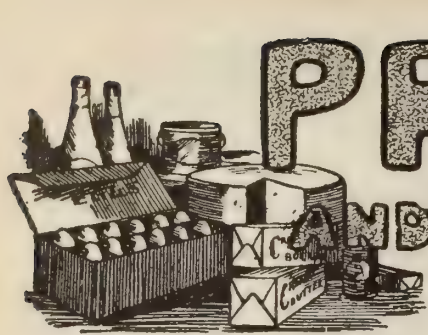
The cocoa crop for the year 1919-20 is estimated at 800,000 bags of 132 pounds each. There is a possibility of 1,000,000 bags if conditions remain favorable. The first crop will be small and late. This usually indicates that the second crop will be heavy. The quality will depend upon the weather. The present market price is 11 to 15 cents per pound.

The tobacco crop is estimated at 350,000 bales of 154 pounds each. The quality is poor, because of wet weather at the wrong period. The average price for last year's crop was 12½ cents per pound, and this year's crop will sell about 30 per cent. higher.

DOMINICAN COCOA CROP

From reports at Santiago, it is likely that there will be a large yield of cocoa this year. The present local price is about 12 cents a pound.

Shipments of cocoa from the northern part of the Dominican Republic, to the United States for the past two years have been between forty and fifty million pounds annually, and this quantity represents the bulk of the crop, as a very small quantity is used locally. Exports to other countries have been reduced to a minimum on account of the lack of transportation.



PRODUCE AND PROVISIONS

EAT EGGS

Under the heading "Listen—Eggs are Life Savers and Growth Promoters—Eat More Eggs—Why?" the Poultry Department of the Ontario Agricultural College, Guelph, publish the following from the pen of Professor G. R. Graham:

EGGs, milk and leafy vegetables are known as protective foods. They are protective foods because they correct the faulty composition of seeds and tubers.

A SURPRISING thing is that young animals fed only on wheat, oats, barley, corn, or other seeds, fail to grow.

THE diet will be inadequate if it consists of a half dozen kinds of grain or their products, together with peas or beans and potatoes, even when supplemented with moderate amounts of leafy vegetables, unless eggs and milk are used daily.

EGG yolk is about fifty per cent. fat. When you eat eggs you are eating something that will stay in your stomach longer than milk, or you do not get hungry so quickly. There are growth promoting properties in egg fat and milk fat that are absolutely essential. They are not in vegetable fats or oils nor are beef or pork fats a substitute.

GROWTH and health are of prime importance to the people of this country. During the period of the war and for some time after every citizen of this country should do his or her best. The protective foods of growth and health are found in eggs.

GREAT nations eat eggs, milk and leafy vegetables. The price of these foods is of minor consideration. They promote growth and increase your ability to withstand disease. They are the basis of nutrition.

SHALL we fail to do our duty to our country? If we stint our children and ourselves of these protective foods we cannot expect to do our best nor can we expect to avoid serious diseases.

At least eat an egg a day.

EGG STOCKS IN MONTREAL AND TORONTO

The following figures give the storage stocks of eggs on hand in various warehouses in Montreal and Toronto at the end of the year. They show a fairly

heavy decline from stocks available in the previous year. Heavier receipts of news-laid have, however, prevented this condition from becoming serious:

Toronto Egg Stocks, Jan. 1st, 1919:

	Jan. 1, 1919	Jan. 1, 1918	Dec. 1, 1918
Fresh .. .	174 c/s	15 c/s	674 c/s
Storage .. .	21,408 c/s	25,817 c/s	47,030 c/s
Total .. .	21,582 c/s	25,832 c/s	47,704 c/s

	Dec. 31, 1918	Nov. 30, 1918	Dec. 31, 1918
Fresh .. .	29 c/s	682 c/s	624 c/s
Storage .. .	34,079 c/s	51,650 c/s	30,278 c/s
Total .. .	34,108 c/s	52,332 c/s	30,902 c/s

SASKATCHEWAN AND ALBERTA MERCHANTS UNANIMOUSLY FAVOR OLEOMARGARINE SALE

That the retail merchants of Saskatchewan and Alberta are practically unanimous in favor of the sale of oleomargarine is borne out by the replies to a questionnaire which has recently been sent out from the provincial office of the Retail Merchants' Association, asking, "Should the continued manufacture and sale of oleomargarine be permitted?" It was desired to ascertain the viewpoint of the merchants as being in close touch with the consumer, and with this object in view 4,500 letters and postcards were sent out, the position being placed before them as follows:

"There can be no denying the fact that oleomargarine takes the place of butter in an innumerable number of homes the world over. It is also undisputed that oleomargarine is equally as wholesome and as healthful as butter. The difference in price between the two articles has, during the past year, been from 15 to 25 cents per pound in favor of oleomargarine.

"The privilege of buying and using oleomargarine should not be denied to those who desire it, or who cannot afford to purchase butter. If the order-in-council is rescinded it will not be possible for the consumer to purchase oleomargarine in Canada, and in order to find out the feelings of the retail trade in this matter we are herewith enclosing stamped addressed postcard, which is taking the form of a questionnaire, and which we would be pleased for you to mark opposite "yes" and "no" and return at your earliest possible convenience, as this matter will be dealt with at the present session of the Dominion Government."

A large number of replies have so far been received, and the very large majority of the replies indicate most emphatically that the merchants are in favor of the continuance of its sale on account of the large demand for this product amongst their customers. Their feeling may be gauged from one or two samples of supplies which have been received. One merchant writes: "There have been times when we have had nothing but jam, unless we wanted to pay 55c to 60c a pound for butter. Let us have oleomargarine by all means." Another merchant writes: "I have sold over 400 pounds of oleomargarine this winter, and this from a small country town."

Merchants who have not yet replied are urgently requested by the provincial office to do so without delay. It is the intention of the provincial office to send out a petition to those merchants who are in favor of its sale, which can be placed before their customers for signature in order that an expression of opinion may be ascertained direct from the public.

CANADA THIRD LARGEST BUYER OF JAVA TEA

During 1918 Purchased Over Nine Million Pounds

Of the total exports of tea from Java during 1918, the United States took more than half, or 35,831,400 pounds; Australia was second, with 11,387,200 pounds; and Canada third, with 9,154,200 pounds. England and the Netherlands imported no teas during the past year. Russia in normal times usually ranked second as a market for Java tea, but in the year under review that country's purchases were less than 1,000,000 pounds.

The following table shows the quality of tea exported from Java in the past three years and the principal countries of destination:

Countries	1916	1917	1918
	Pounds	Pounds	Pounds
United States .. .	695,501	35,824,800	35,831,400
Canada .. .	(a)	(a)	9,154,200
Holland .. .	32,779,808	1,405,800	.....
England .. .	24,061,134	3,735,600	.....
Russia .. .	25,836,061	18,783,600	994,400
Australia .. .	6,661,939	11,629,200	11,387,200
Singapore .. .	492,459	1,122,000	547,800
All other Countries .. .	7,479,219	7,735,200	2,851,200
Total .. .	98,006,121	80,236,200	60,766,200

(a) Included in shipments to United States.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 27—Hog quotations are advanced this week and this applies to the live and dressed as well. Keen competition, small deliveries, and export orders in greater abundance are the firming factors. Fresh beef also is firm, and the various cured and cooked meats. Lard and shortening are moved up again. Lard may even reach 40c per pound. Butter has scored another advance, although there is excellent grass now for the milk herds. Cheese is advancing steadily to record rates, under steadily better export and domestic buying. Eggs have advanced and poultry is firm, much still being exported. Fish of the fresh variety are more plentiful and the prices are still being reduced somewhat on many lines. Trade is reported good.

Live Hog Prices

Again Soar

Montreal

FRESH MEATS.—Excessively high prices may obtain for hogs, and the market has been moving upward for some days. Packers have been deluged with orders from without, and this means that the offerings are less than the requirements. As a consequence low prices are not looked for here. Live hog prices are \$22.50 per cwt. at this writing, and there may be higher quotations still. Fresh pork is consequently moving higher, and it is freely stated that some of the quotations, though record breakers, leave the packer little or nothing of a margin. Buying competition is very keen.

Hogs, live 22 50

Hogs, Dressed—

Abattoir killed, small, 65-90 lbs. 31 00

Sows (heavy) 25 00

Hogs (country dressed) 27 50

Fresh Pork—

(Sters and Heifers) (Cows, Lamb, Veal)

Leg of pork 0 37

Leg of pork (trimmed) 0 38½

Loins (trimmed) 0 43

Tenderloins, lb. 0 42

Spare ribs 0 24

Trimmed shoulders 0 27 0 28

Fresh Beef—

(Steers and Heifers) (Cows, Lamb, Veal)

\$0 29 \$0 34 ..Hind quarters.. \$0 27 0 30

0 17 0 22 ..Front quarters.. 0 17 0 20

0 42 0 44 Loins 0 35 0 38

..... 0 32 Ribs 0 30

..... 0 19 Chucks 0 18

..... 0 30 Hips 0 29

Calves (as per grade) 0 16 0 22

Lambs, 30-40 lbs. (whole carcass),

lb. 0 34

No. 1 Mutton (whole carcass), lb. 0 25

Sheep 0 20 0 26

Bigger Demand

For Cured Meats

Montreal.

CURED MEATS.—Bacon and dry salt meats have moved higher this week. There is a better demand as the weather conditions improve for campers and outside trade will be continually better. This has stimulated the price tendency, and with a big output prices will continue soaring.

Cured Meats—

Hams

Medium, smoked, per lb.—

(Weights), 12-14 lbs. 0 41½

14-20 lbs. 0 41½

20-25 lbs. 0 37½

25-35 lbs. 0 34½

Bacon—

Plain 0 43 0 48

Boneless and trimmed 0 56

Hacon—

Breakfast, per lb. (as to qual.) 0 44 0 50

Roll, per lb. 0 35½ 0 38

Dry Salt Meats—

Long clear bacon, ton lots.... 0 30½ 0 31½

Long clear bacon, small lots.. 0 31½ 0 32½

Fat backs, lb. 0 33

Barrel Pork—

Canadian short cut (bbl.) 30-40

pieces 68 50

Clear fat backs (bbl.) (40-50

pieces) 67 50

Heavy mess pork (bbl.) 54 50

Bean pork (bbl.) (American)

(60-80 pieces) 53 00

Cooked Meats

Show Advance

Montreal

CURED MEATS.—Jellied ox tongues, pork tongue, roast and cooked hams are all affected by the advances for pork, and there is a general advance in the price basis. Demand is better, hot weather provoking this, and there will perhaps be a bigger sale for these goods right along. The tendencies are of a decidedly firming nature.

Head Cheese 0 13 0 15

Meat loaf with macaroni and

cheese, lb. 0 29

Choice jellied ox tongue 0 57 0 59

Jellied pork tongues 0 44

Ham and tongue, lb. 0 32

Veal and tongue 0 25

Hams, roast 0 58

Hams, cooked 0 56 0 58

Shoulders, roast 0 50

Shoulders, boiled 0 50

Pork pies (doz.) 0 85

Blood pudding, lb. 0 12

Lard Advances;

Demand Active

Montreal

LARD.—Prices are again advanced and forty cent lard will be a reality in a few days if the present tendencies continue. There is a big demand for the product and constantly increased enquiry for actual shipment overseas at full prices is a contributing factor toward higher quotations. Jobbers state that they can get as much for their stock by shipping as they can locally, and there is less selling expense.

LARD, pure—

Tierces, 400 lbs., per lb. 0 36

Tubs, 50 lbs., per lb. 0 36¼ 0 36½

Pails, 20 lbs., per lb. 0 36½ 0 36¾

Bricks, 1 lb., per lb. 0 37 0 38

Shortening Up, Too;

Sells Briskly

Montreal

SHORTENING.—In view of the high basis reached on lard, shortening is a very brisk seller and there is every likelihood of its holding for the present at the advanced prices made effective this week from one to one and one-half cents per pound being added to the quotations of a week ago.

SHORTENING—

Tierces, 400 lbs., per lb. 0 28

Tubs, 50 lbs., per lb. 0 28¼ 0 28½

Pails, 20 lbs., per lb. 0 28¾ 0 29

Bricks, 1 lb., per lb. 0 29 0 30

Margarine Moving;

Prices Unchanged

Montreal

MARGARINE.—Although there is an ever-firming tendency to the butter market, prices on margarine have remained steady and unchanged here. The demand is very good with some jobbers, and they are well pleased with the turnover. With hot weather near, supplies will be laid in sparingly but rather more frequently.

Margarine—

Prints, according to quality, lb. 0 35 0 38½

Tubs, according to quality, lb. 0 32 0 34½

Best Butter 58c;

Expect Increases

Montreal

BUTTER.—With many enquiries and with actual shipments by the carload of butter to the States and elsewhere, butter markets have firmed, and there is ever a tendency upward. It was expected that the better grass weather would make a desired improvement of supply sufficient to force prices down. Whether this will come is not clear at the present time, but there will doubtless be more supply and a choicer grade of butter immediately, for grass is abundant. An additional factor tending to hold prices up is the advancing of cheese prices.

BUTTER—

Creamery prints, fresh made.. 0 58

Creamery solids, fresh made.. 0 57

Dairy prints 0 49

Dairy, in tubs, choice 0 48

New High Levels

Reached on Cheese

Montreal

CHEESE.—Prices have again scored an advance and there is no indication of these staying even where they are for export outlook is excellent and high prices are being paid by the foreign purchasers. It is stated that cheese is selling at retail in England at 37 cents per pound, and yet 32 cents and upward is being paid at the factory here. Local and export selling is very active.

Cheese—

New, large, per lb. 0 32½

Twins, per lb. 0 32½

Triplets, per lb.	0 33
Stilton, per lb.	0 31
Fancy, old cheese, per lb.	0 33

Eggs Plentiful But Prices Higher

Montreal

EGGS.—There is a heavy production of eggs but there is a demand fully equal to the same. Some are being stored but there is a very excessive consumption all around and prices offered by outside buyers are tempting so that the jobber is not worrying if the local trade looks askance at the price. At the same time prices may decline. One large operator stated that 46 to 48 cents was the spread of prices in the country. It is questionable if the prices will greatly decline, however, under such big demand.

EGGS—	
No. 1.	0 53
New laids	0 56

Much Strength To Poultry Markets

POULTRY.—There is much activity in poultry and the demand from abroad and in a domestic way is good. Receipts are fairly good from the country, much live fowl coming to hand. Broilers, chicken and fowl are the popular lines for export.

Chickens, roast (3-5 lbs.)	0 39	0 40
Chickens, roast (milk fed)	0 44	0 45
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green) ..	0 47	0 48
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 50	
Turkeys (young)	0 50	
Geese	0 32	0 33
Old fowls (large)	0 36	
Old fowls (small)	0 32	

Halibut is Down; More Fresh Fish

FISH.—Halibut prices are still favorable this week. Better supplies of fresh fish are now available with the improved weather. Transportation is quite good and supplies of halibut, white fish, lake trout, pike, etc., are coming to hand. From the West, however, there has been some delay, the Winnipeg strike being a barrier to free passage of some varieties from that section. Tendencies are somewhat lower on a number of lines.

FRESH FISH		
Carp, per lb.	0 09	0 10
Bullheads (dressed)	0 13	
Gaspereaux, each	0 06	
Haddies	0 12	0 13
Fillet Haddies	0 18	
Haddock	0 07	0 08
Halibut, Eastern	0 21	0 22
Halibut (Western)	0 20	0 21
Steak Cod	0 10	0 11
Market Cod	0 06½	0 07
Flounders	0 10	
Prawns	0 40	
Pike—lb.	0 12	0 13
Live lobsters	0 23	0 24
Boiled lobsters	0 18	0 20
Salmon (B.C.) per lb., Red	0 29	0 30
Lake trout	0 19	0 20
Mackerel	0 20	
Shrimps	0 35	0 40

FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	
Mackerel	0 14	0 15
Dore	0 14	0 15

Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	
Gasp. Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 19	
Boneless cod (2-lb.)	0 23	

Shredded codfish (12-lb. box) ..	2 50
Dried codfish (100-lb. bbl.)	20 00

PICKLED FISH

Herrings (Scotch cured), barrel. 11 25	12 00
Scotia, barrel	12 00
Do., half barrel	6 25
Mackerel, barrel	34 00
Salmon, Labrador (200 lbs.) ..	26 00
Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	9 00

SUNDRIES

Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, May 27—All provisions show sharp advances this week. Hams, bacon, butter, eggs and cheese are all quoted higher. Lard and shortening, too, show slight advances. The strong position of the market for live hogs is reflected in the prices for all pork and pork products. Advances in hams and bacon amount to from two to three cents per pound. Competition is keen for all cheese offered, and the tendency is for higher prices. The position of the Ontario egg market is also very strong.

Fresh Meats Are At Strong Prices

Toronto.

FRESH MEATS.—All quotations on fresh meats are very strong and some higher levels are reported. The strength of the market for live hogs of course is having its effect on all prices of pork. Beef this week is very firm. The hog market declined \$1 per hundred on Tuesday, and the tendency, dealers state, is for even lower values. This should have some effect next week on fresh meat quotations.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$27 50	\$29 00
Live, off cars, per cwt.	22 50	
Live, fed and watered, per cwt.	22 25	
Live, f.o.b., per cwt.	21 25	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 34	0 38
Loins of pork, lb.	0 40	0 41
Tenderloins, lb.	0 46	0 47
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 27	
New York shoulders, lb.	0 28	
Montreal shoulders, lb.	0 29	
Boston butts, lb.	0 33	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 26	0 30
Front quarters, lb.	0 16	0 19
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole, lb.	0 34	0 38
Do., short, lb.	0 38	0 42
Hips, lb.	0 25	0 27
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 29	0 35
Sheep, whole, lb.	0 22	0 25
Above prices subject to daily fluctuations of the market.		

Hams and Bacon Are Quoted Higher

Toronto.

PROVISIONS.—Sharp advances are reported on hams and bacon this week

in sympathy with the stronger market for live hogs. Medium hams are quoted at from 44 to 46 cents, and large ones at from 39 to 42 cents. Ordinary breakfast bacon is selling at from 45 to 48 cents, and fancy breakfast bacon at from 50 to 53 cents. Quotations on barrel pork also show advances.

Hams—		
Medium	0 44	0 46
Large, per lb.	0 39	0 42
Bacon—		
Skinned, rib in	0 48	0 51
Boneless, per lb.	0 53	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 45	0 48
Breakfast, fancy, per lb.	0 50	0 53
Roll, per lb.	0 35	0 38
Wiltshire (smoked sides), lb.	0 40	0 42
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	0 30	0 32
Do., av. 70-100 lbs.	0 30	
Fat backs, 16-20 lbs.	0 32	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess pork, 200 lbs.	55 00	58 00
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	59 00	60 00
Do., do., do., lightweight	62 00	63 00

Above prices subject to daily fluctuations of the market.

Sharp Advances in Cooked Hams

Toronto.

COOKED MEATS.—Advances on cooked meats are marked this week, principally of course on boiled and roast hams. Boiled hams are selling at 58 cents per pound, and roast hams at from 58 to 59 cents. Roast shoulders without dressing are selling at from 50 to 51 cents. Head cheese is unchanged at from 14 to 15 cents.

COOKED MEATS

Boiled hams, lb.	0 58
Hams, roast, without dressing, lb.	0 58

Shoulders, roast, without dressing, per lb.	0 50	0 51
Head Cheese, 6s, lb.	0 15	
Meat Loaf with Macaroni and Cheese, lb.	0 25	0 00
Choice Jellied Ox Tongue, lb.	0 53	0 54
Pork and Tongue, lb.	0 34	

Above prices subject to daily fluctuations of the market.

New Advances in Creamery Prints

Toronto.

BUTTER.—The butter market continues very firm and quotations this week on fresh creamery butter are slightly higher compared with last week. Creamery prints are selling to the trade at from 56 to 57 cents, the buyers paying around 53 and 54 cents for them at the creamery. Dairy butter is unchanged, but it is a slow seller.

Butter—		
Creamery prints (fresh made) ..	0 56	0 57
Creamery solids (fresh made) ..	0 55	0 56
Dairy prts, fresh separator, lb.	0 50	....
Dairy prints, No. 1, lb.	0 46	0 48

Egg Quotations Are Again Higher

Toronto.

EGGS.—Prices continue to mount, dealers paying all the way from 48 to 50 cents per dozen for them in the country. They are selling to retail trade at from 53 to 54 cents per dozen, and in cartons at 56 cents. Supplies are fairly heavy but there is keen competition for the same for storage purposes.

Eggs—		
New laids in cartons, doz.	0 56	
New laids, doz.	0 53	0 54

Prices shown are subject to daily fluctuations of the market.

Cheese Prices At New Levels

Toronto.

CHEESE.—The tendency of the cheese market is upward, all prices paid at the board meetings last week showing advances. In some cases slightly higher than 32 cents per pound were paid. New large cheese are now selling to the trade at 33 and 34 cents, and new Stiltons at from 34 to 35 cents. There is now scarcely any old cheese on the market.

Cheese—		
Old, large	0 36	0 37
New, large	0 33	0 34
Stilton (new)	0 34	0 35
Twins ½ lb. higher than large cheese. Triplets 1½ lb. higher than large cheese.		

Shortening Prices Continue Firm

Toronto.

SHORTENING.—The market for shortening is very firm, dealers quoting it at from 28 to 28½ cents, tierce basis, with some asking even higher figures.

Shortening, tierces, 400 lbs., lb.	0 28	0 28½
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Margarine is in Good Demand

Toronto.

MARGARINE.—There is still a very active demand for margarine, and prices quoted by dealers this week are higher. The best grades of margarine in pound prints are selling at from 35½ to 36½

cents. The No. 2 prints are from 32 to 34 cents per pound.

Margarine—		
1-lb. prints, No. 1.	0 35½	0 36½
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Quotations On Lard Are Higher

Toronto.

LARD.—Quotations on lard are slightly higher this week in keeping with the sharp upward trend on all pork and pork products. It is selling at from 35½ to 36½ cents, tierce basis.

Lard, tierces, 400 lbs., lb. 0 35½ 0 36½
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Fresh Chicken Halibut On Sale

Toronto.

FISH.—Fresh chicken halibut it now coming forward in good supply and is selling to the trade at from 20 to 21 cents per pound. Fresh medium halibut is selling at from 22 to 23 cents. Soft shell crabs were offered this week at from \$1.75 to \$2 per dozen. Fresh pickerel, ciscoes, pike, and fresh sea bass are all now on the market. Ciscoes are not yet plentiful. They are selling at 16 cents. There is an active demand for all fresh fish.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 11	0 12
Halibut, chicken	0 21	0 23
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Soft shell crabs, doz.	1 75	2 00
Fresh sea bass		0 30

FRESH FROZEN SEA FISH		
Cod Steak, lbs.	0 09	
Do., market, lb.	0 05	0 07½
Flat Fish, B.C., lb.		0 10
Flounders, lb.	0 08	0 10
Gaspereau, lb.	0 05½	0 07

Haddock, lb.	0 07
Herring, lb.	0 06
Mackerel, lb.	0 11
Salmon, Cohoe, lb.	0 19
Do., Qualla, lb.	0 12½
Do., Red Spring, lb.	0 23
Do., Gaspe, lb.	0 24
Smelts, No. 2, lb.	0 09
Do., No. 1, lb.	0 17
Do., Extra, lb.	0 25
Tomcods, lb.	0 07

FRESH LAKE FISH		
Lake herring, lb.	0 12	
Trout, lb.	0 17	0 18
Whitefish, lb.	0 23	0 25
Mullets, lb.		0 05
Fresh pickerel		0 20
Ciscoes		0 16
Pike		0 12

FROZEN LAKE FISH		
Herrings, Lake Superior	0 03	
Do., Lake Erie, lb.	0 06	0 06½
Mullets, lb.	0 07	0 08
Pickerel, lb.	0 14	0 15
Pike, round, lb.	0 07	0 08
Trout, lb.	0 17	0 18
Tulibees, lb.	0 09	0 10
Whitefish, lb.		0 11

Poultry Selling A Little Slow

POULTRY.—There are a few lots of spring chicken now coming forward. Supplies of course are very small as yet. Quotations on the same are unchanged from last week at 60 cents per pound liveweight, and at 65 cents per pound dressed. Trading in poultry is quiet just now, and frozen fowl is supplying most of the demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$0 35	\$0 40
Turkeys, old, lb.		0 40-0 42
Do., young, lb.	0 32-0 35	0 40-0 50
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.		0 40
Fowl, over 6 lbs., lb.	0 35-0 40	
Fowl, under 4 lbs., lb.	0 28	0 30-0 35
Chickens, over 5 lbs., milk fed, lb.		0 38

	Prices quoted to retail trade:	
	Dressed	
Hens, heavy	\$0 35	\$0 37
Do., light	0 34	0 36
Chickens, spring		0 65
Ducks	0 40	0 42
Turkeys	0 47	0 50

WINNIPEG MARKETS

WINNIPEG, May 26—There have been practically no receipts of produce during the week, owing to the strike, and as a result there is little activity in the produce market. Sharp declines in butter are expected when conditions resume their normal course.

Hog Receipts Were Light in Winnipeg

Winnipeg.

PORK PRODUCTS.—It is difficult to say very much about the market in Winnipeg as there have been practically no receipts of live hogs and very little killing.

Winnipeg Expects Big Decline in Butter

Winnipeg.

BUTTER.—There has been a very marked shortage of butter during the strike as it was impossible to get cream into the city. As soon as the strike is over there should be a big decline in quotation if receipts begin to come in in large quantities. This is the time of the year when receipts should be heavy.

Eggs Reach High Mark During Winnipeg Strike

Winnipeg.

EGGS.—Jobbers find it very hard to say what will happen to the market when the strike is ended as we are now well on into the egg season. The feeling is that prices will not decline very much. During the strike it has been very hard to get eggs, and what came in people were willing to pay a premium for. During the past week eggs have been bringing 47c in the country, and selling retail at 52 to 55 cents.

Compelled to Draw On Frozen Stocks

Winnipeg.

FISH.—Prices of fish remain the same (Continued on page 44.)

Hams

Hams are cheaper than either Breakfast or Back Bacon. We have them Smoked for either Boiling or Frying. We have them Pickled for Boiling only. We have them also cooked ready to serve and we have them fresh for roasting. Small, Medium and Large in Size. Let us have your order for them.

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Freeman Display Refrigerator

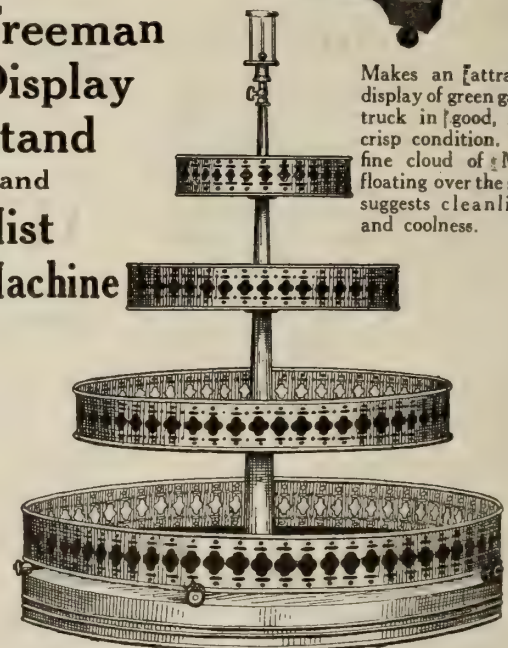
This is highly finished and a handsome refrigerator for making a display in the middle of the store. It is served from the back.

Three tinued wire shelves, and also extra shelf to cover the bottom, to protect the enamel. Exterior antique finish



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Swift's Cooked Meat Specialties

"These Swift lines are just ideal during the hot weather"



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THAT'S the opinion of every good housewife regarding these high grade products.

They like Swift's. Swift's Quality wins their confidence and keeps them coming regularly to the store featuring these high class Summer lines.

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Show these Summer sellers in your displays. Show them regularly and you'll win extra trade and better profit.



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Swift Canadian Co.

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For years and years, the purity and quality of Windsor Salt have been the standby in the Grocery trade of Canada.

This is why practically every grocer sells

Windsor
Table Salt
Made in Canada

THE CANADIAN SALT CO., LIMITED 261



An effective Sea Food display

can always be produced by showing a few packages of the widely known

BRUNSWICK BRAND

lines.

Have you a supply on hand. You know the list, do you not?

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1/4 Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kipperd Herring
Herring in Tomato Sauce
Clams Scallops

If you are not now selling Brunswick Brand send to-day for a trial supply.



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BLACK'S HARBOR, N.B.



HOPS

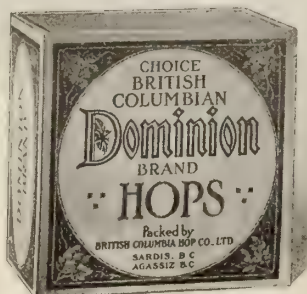
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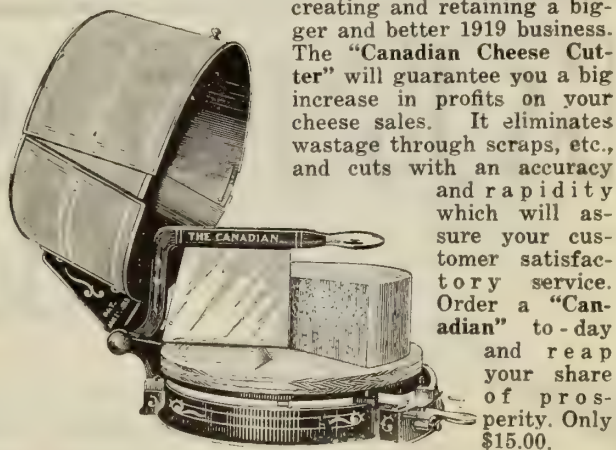
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10-12 McCall Street
TORONTO, ONT.

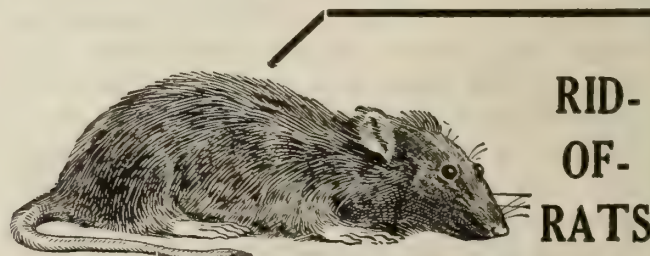


Make Your Show Windows Pay Your Rent
Many Sales are made on the Sidewalk
Window Display Fixtures
A Wonderful set of Patented Interchangeable Window Display Fixtures for displaying Books, Stationery, Office Supplies and Sundries. Set will give 10 Years Good Service in effective trade pulling window trams.
The Fixtures you see above are only a very few of the designs that can be set up with the full set, besides hundreds of standard fixtures can be set up.
Made of Oak, either Golden, Antique or Weathered Finish. Set up in a Hardwood Hinged Lid Storage Chest, a good place to keep the extra Younits not in use. There are thousands of sets in daily use.

No. 20 Set has 89 Interchangeable Younits For Large Store Windows, **\$38.50**
No. 20½ Set has 50 Interchangeable Younits For Small Store Windows, **\$23.10**

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.

The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.



**RID-
OF-
RATS**

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.

100 Emerson Place

Brooklyn N. Y.

Fairbanks Scales Saved This Man Many Dollars

"Do you ever 'weigh in' your goods? You weigh carefully when selling them to see that your customers do not get overweights that mean profits lost, but what about the goods you buy yourself?"

"Let me tell you something from personal experience. We bought five barrels of granulated sugar and on weighing it found one barrel 19 pounds short. We 'phoned the jobber and he called the refiner. Both said it was impossible, but—we got credit for 19 pounds, \$10.38.

"And that is not all. We bought five hundred-pound sacks of soda. Each one weighed 85 pounds—a saving there. Then, again, there were the California walnuts, ten pounds short, on which we got a credit of \$4.20 and so on. And now we weigh all the goods that we buy by weight.

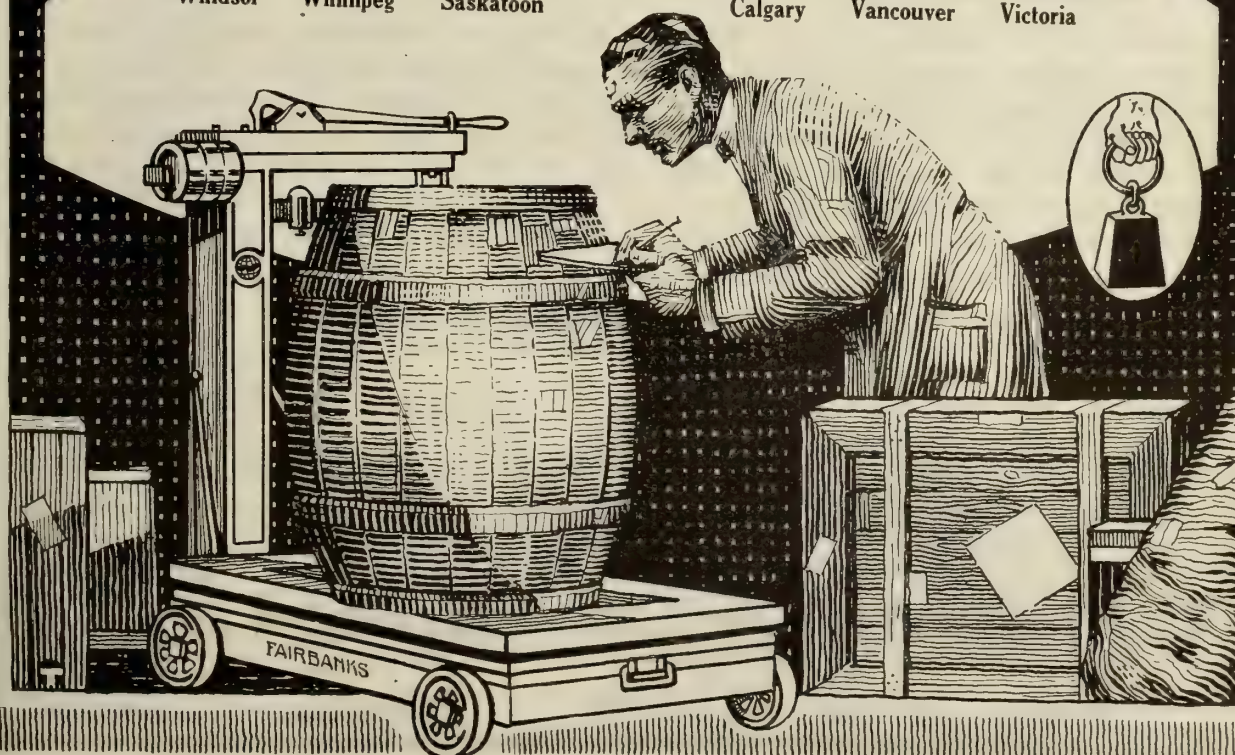
"If grocers only realized this they would save many dollars in the course of a year."

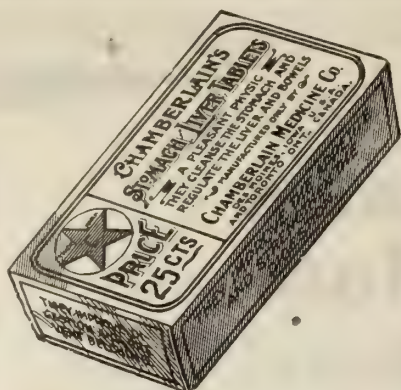
But—it is essential that your claims be backed by the authority of scales that guarantee perfect weights.

Fairbanks Scales have been recognized for generations as a standard in weighing. Install Fairbanks Scales to-day and weigh in as well as out. They will save you many dollars in the course of a year.

The Canadian Fairbanks-Morse Co., Limited

Halifax	St. John	Quebec	Montreal	Ottawa	Toronto	Hamilton
Windsor	Winnipeg	Saskatoon		Calgary	Vancouver	Victoria





You can win prestige
and profit with
**CHAMBERLAIN'S
FAMILY REMEDIES**

Chamberlain's are the Family Remedies
par excellence.

You can safely recommend them, know-
ing that results will justify you.

Order small trial supply and prove their
popularity.

Chamberlain Medicine Co., Limited
TORONTO, CANADA

Don't Disappoint Your Customers When They Ask for Simms' Brushes

Whether it's a Broom, a Stove-Brush, a Whisk, or a Scrubbing-Brush, be sure you have an ample supply of Simms' Brooms and Brushes on hand. There are no better Brooms or Brushes made—there are none possessing the advantages of the various Simms' exclusive processes, which, together with the excellence of materials and skilled workmanship, are the secrets of the great superiority of the Simms' products.

Backed by 52 years' experience—and your sales pushed in every way by our advertising and dealer-helps.

Write for catalogues and prices, showing the great
variety of styles.



T. S. Simms & Co., Limited

ST. JOHN, N.B.

Branches: Montreal

Toronto

London



The Quality of the Package

The quality of the package indicates the quality of the goods. People instinctively associate the container with its contents. The same food put up attractively will sell for a higher price than when carelessly or indifferently packaged.

You can increase the apparent value of anything you sell by increasing the quality of your packages.

The **Riteshape** is the highest type of bulk food container known to the trade. That fact is generally admitted.

Good retailers use **Riteshape** because the **Riteshape** gives added value and distinction to all that it carries.

The **Riteshape** puts the element of quality into every package.



The ONLY
COMPLETE
LINE
½ to 10 LBS.



Purity

TABLE SALT



In sanitary
cotton bags and
handy free-running
packages.

You cannot recommend
a better salt to any
housewife than Purity

For table or dairy use
there is no better salt—
a fact good housewives
are quick to appreciate

You'll get a good margin
of profit on every
sale of Purity



THE WESTERN SALT
CO., LIMITED
COURTRIGHT
ONT

COSGRAVE'S

PURE

Malt Vinegar



It pays you best to sell
branded, guaranteed
goods. That's why
you ought to sell
COSGRAVE'S
PURE MALT VIN-
EGAR.

Attractively Labeled
Bottles--2 Sizes.

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBERS FOR IT

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Current, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92 1/2
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to case	0 97 1/2
1 1/2's (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27 1/2
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52 1/2
2 1/4's Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

1/2 Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality 1 62 1/2	
Pints, Delhi Epicure	2 70
1/2 Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Gallons, Red Seal	7 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans	\$9 25
Reindeer Brand, each 48 cans	8 75
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans	7 75
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EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 42 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

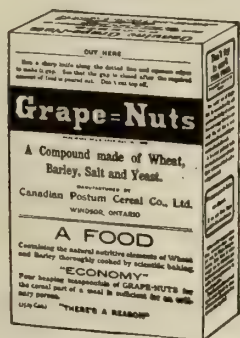
Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—1/2s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.	
English Brawn — 1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—1/2s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—1/2s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—1/2s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75	
Roast Beef—1/2s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—1/2s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—1/2s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—1/2s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—1/2s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—1/2s, \$5.90; 1s, \$9.00.	
Boneless Turkey — 1/2s, \$5.90; 1s, \$9.00.	
Ox Tongue—1/2s, \$3.90; 1s, \$8.40; 1 1/2s, \$13.40; 2s, \$17.20; 3 1/2s, \$29.70; 6s, \$45.	
Lunch Tongue—1/2s, \$3.90; 1s, \$6.90	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

In the Public Eye

That's a big factor in successful sales—keeping the product constantly before the people. Attractive shelf, counter and window display, with other selling helps, are most essential companion aids to general advertising. And, as ever, there's the eternal purpose of the makers to maintain the high food quality of



Grape-Nuts

—the dependable profit-maker.

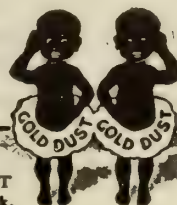
"There's a Reason"

Canadian Postum Cereal Co., Ltd., Windsor, Ont.



MADE IN CANADA

*On a
busy Saturday
night, which would
you rather hand out—
an explanation or
Gold Dust?*



THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINS do your work.

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London"
Cables (Private): A.B.C. 4th and 5th Editions.
Western Union and Bantleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Briskling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

Ground Rice Custard
Tapioca Custard
Semolina Custard

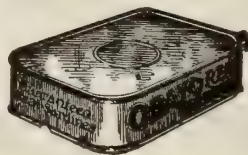
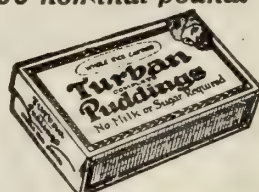
OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. $\frac{1}{4}$ -club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application



Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50. With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; $\frac{1}{2}$ s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.

Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; $\frac{1}{2}$ s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; $\frac{1}{2}$ s, \$1.45; 2s, \$1.90.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef— $\frac{1}{2}$ s, \$2.35; 1s, \$3.75; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.

Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.

Spaghetti with Tomato Sauce with Cheese— $\frac{1}{2}$ s, \$1.35; 1s, \$1.85; 3s, \$3.25.

Tongue, Ham and Veal Pates— $\frac{1}{2}$ s, \$2.30.

Ham and Veal Pates— $\frac{1}{2}$ s, \$2.30. Smoked Vienna Style Sausage— $\frac{1}{2}$ s, \$2.45.

Pate De Foie— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. Plum Pudding— $\frac{1}{2}$ s, \$1.90; 1s, \$3.85.

Potted Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.00. Potted Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Potted Game (Venison)— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Potted Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. Potted Meats (Assorted)— $\frac{1}{4}$ s, 80c; $\frac{1}{2}$ s, \$1.45.

Deviiled Beef Ham— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. Beef— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Deviiled Tongue— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40. Veal— $\frac{1}{4}$ s, 75c; $\frac{1}{2}$ s, \$1.40.

Deviiled Meats (Assorted)— $\frac{1}{4}$ s, 80c; $\frac{1}{2}$ s, \$1.45.

In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.

Ox Tongue— $\frac{1}{2}$ s, \$14.50; 2s, \$19.70.

Lunch Tongue (in glass)—1s, \$9.90. Sliced Smoked Beef (in glass)— $\frac{1}{4}$ s, \$1.80; $\frac{1}{2}$ s, \$2.80; 1s, \$3.90.

Mince meat (in glass)—1s, \$3.25. Potted Chicken (in glass)— $\frac{1}{4}$ s, \$2.40.

Ham (in glass)— $\frac{1}{4}$ s, \$2.40. Tongue (in glass)— $\frac{1}{4}$ s, \$2.40; Venison (in glass)— $\frac{1}{4}$ s, \$2.40.

Meats, Assorted (in glass)—\$2.45. Chicken Breast (in glass)— $\frac{1}{2}$ s, \$8.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25. Spaghetti with Tomato Sauce— $\frac{1}{2}$ s, \$1.40; 1s, \$1.90; 3s, \$3.30.

Peanut Butter— $\frac{1}{4}$ s, \$1.35; $\frac{1}{2}$ s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S

MUSTARD

Per doz. tins
D.S.F., $\frac{1}{4}$ -lb. \$2 80
D.S.F., $\frac{1}{2}$ -lb. 5 30
D.S.F., 1-lb. 10 40
F.D., $\frac{1}{4}$ -lb.

Per jar
Durham, 1-lb. jar, each ... \$0 60
Durham, 4-lb. jar, each ... 2 25

CANADIAN MILK PRODUCTS, LIMITED,
Toronto and Montreal
KLIM

Hotel \$18 50
Household size 8 25
Small size 5 75
F.o.b. Ontario jobbing points, east of and including Fort William.
Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—

Boxes

40 lbs., Canada Laundry ... Cents

40 lbs., 1-lb. pkg., Canada

White or Acme Gloss10

48 lbs., No. 1 White or Blue

Starch, 3-lb. cartons10 $\frac{1}{2}$

100-lb. kegs, No. 1 white10

200-lb. bbls., No. 1 white10

30 lbs., Edwardsburg Silver

Gloss, 1-lb. chromo pkgs.11 $\frac{1}{2}$

48 lbs., Silver Gloss, in 6-lb.

tin canisters13

36 lbs. Silver Gloss, in 6-lb.

draw lid boxes13

100 lbs., kegs, Silver Gloss,

large crystals11

40 lbs., Benson's Enamel,

(cold water), per case ... 3.26

Celluloid, 45 cartons, case ... 4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s

Celebrated Prepared11 $\frac{1}{2}$

40 lbs., Canada Pure or

Challenge Corn09 $\frac{3}{4}$

20-lb. Caseo Refined Potato

Flour, 1-lb. pkgs.16

(20-lb. boxes, $\frac{1}{4}$ c higher, except

potato flour)

GELATINE

Cox's Instant Powdered Gelta-

tine (2-qt. size), per doz. ... 1 50

Knox Plain Sparkling Gelatine

(makes 4 pints), per doz. ... \$2 00

Knox Acidulated Gelatine

(Lemon Flavor), makes 4

pints, per doz. ... 2 10

SYRUP

THE CANADA STARCH CO.,

LTD., CROWN BRAND

CORN SYRUP

Perfect Seal Jars, 3 lbs. 1

doz. in case ... \$4.00

2-lb. tins, 2 doz. in case ... 5.15

5-lb. tins, 1 doz. in case ... 5.75

10-lb. tins, 1 doz. in case ... 5.45

20-lb. tins, $\frac{1}{4}$ doz. in case ... 5.40

(Prices in Maritime Provinces 10c

per case higher)

Barrels, about 700 lbs. \$0 07 $\frac{1}{2}$

Half bbls., about 350 lbs. 0 08

$\frac{1}{4}$ bbls., about 175 lbs. 0 08 $\frac{1}{2}$

2-gal. wooden pails, 25 lbs. 2 45

3-gal. wooden pails, 38 $\frac{1}{2}$ lbs. 3 65

5-gal. wooden pails, 65 lbs. 5 90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... \$5 65

5-lb. tins, 1 doz. in case ... 6 25

10-lb. tins, $\frac{1}{2}$ doz. in case ... 5 95

20-lb. tins, $\frac{1}{4}$ doz. in case ... 5 90

(6, 10, and 20-lb. tins have wire

handles)

MOZOLA COOKING OIL

Toronto Prices

Pints, 2 doz., case ... 8 80

Quarts, 1 doz., case ... 8 00

Gallons, $\frac{1}{2}$ doz., case ... 15 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz

1 lb. \$4 00

$\frac{1}{2}$ lb. 2 00

Robinson's Patent Groats—

1 lb. 4 00

$\frac{1}{2}$ lb. 2 00

NUGGET POLISHES

Doz

Polish, Black, Tan, Toney Red

and Dark Brown ... \$1 10

Card Outfits, Black and Tan ... 4 10

Metal Outfits, Black and Tan ... 4 80

Creams, Black and Tan ... 1 30

White Cleaner ... 1 30

IMPERIAL TOBACCO CO. OF

CANADA, LIMITED

EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20

Bobs, 12s ... 1 10

Currency, 12s ... 1 10

Stag Bar, 9s, boxes, 6 lbs. ... 1 10

Pay Roll, thick bars ... 1 10

Pay Roll, plugs, 10s, 6-lb. $\frac{1}{4}$

caddies ... 1 10

Shamrock, 9s, $\frac{1}{2}$ cads, 12

lbs., $\frac{1}{4}$ cads, 6 lbs ... 1 10

Great West Pouches, 9s, 3-lb.

boxes, $\frac{1}{2}$ and 1-lb. lunch

boxes ... 1 10

Forest and Stream, tins, 9s,

2-lb. cartons ... 1 10



She'll like Royal Acadia

You have but to introduce this peerless sweetener to the housewife to win her lasting sugar custom. She'll like its delicious goodness, its undoubted purity.

Every Grain Pure Cane.

Royal Acadia is sold in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags, and half barrels and barrels.

The Acadia Sugar Refining Co., Ltd.
HALIFAX, CANADA

CROWN



Screw Top

Be Ready to Supply the Demand

Buy Right and Buy NOW

These Fruit Jars Produce Results

Extra Quality Rubber Ring in Each

PERFECT SEAL



Lightning Fastener

GEM



Screw Top

The Names Are
Household Words
The Jars Household
Necessities

Dominion Glass Company, Limited

Secure Styles That
Reduce
Both Labour And
Cost

GEORGIA PEACHES

FIRST CAR OF SEASON NOW HERE.

PINEAPPLES---PINEAPPLES

Market advancing daily. Do not delay a minute getting your supply or you will be too late.

STRAWBERRIES--STRAWBERRIES

NOW SUMMER IS HERE, THE DEMAND WILL BE GREAT.

Order from Us. We Have Cars Almost Daily.

TOMATOES, NEW WAX BEANS, CARROTS, CABBAGE, CELERY
Ample Supplies at Reasonable Prices.

BANANAS, ORANGES, LEMONS, CALIFORNIA GRAPEFRUIT
EVERYTHING THE BEST.

PETERS, DUNCAN, LIMITED

88 FRONT STREET, E.

Branches: NORTH BAY

SUDBURY

COBALT

TORONTO
TIMMINS

Y & S

STICK LICORICE

in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company
MONTREAL

Liquid

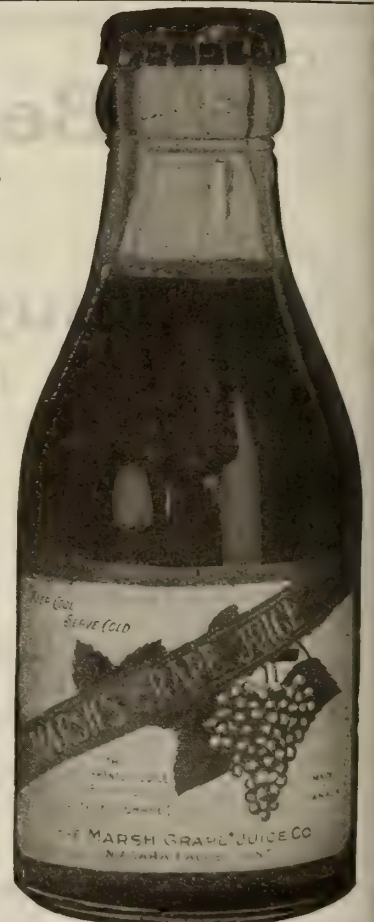
Concord

Grapes

That is just about what Marsh's Grape Juice is—a delicious, refreshing beverage with the full, rich Concord Flavor so much appreciated by particular people.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



Reflections

Look where the price of Dried Fruit has got to !

Who would have ever imagined that they could have made such an advance. We felt confident from as far back as January that there would be a rapid depletion of supplies, and consequent raise in price levels, but we must confess that our ideas never reached the dizzy heights which now prevail.

You who are readers of our weekly contributions will recall that all last winter and early spring we urged buyers to lay in their spring and early summer requirements, and we hope that many acted accordingly.

If any talk of ours has prompted you to action, we are more than pleased and feel amply repaid for the space we buy to talk to you.

WE QUOTE:-

Santa Clara Prunes	100/120	25s	11½
“ “ “	90/100	50s	15½
“ “ “	70/80	50s	19
“ “ “	60/70	50s	22

Oregon Fancy Italian Prunes

40/50	25s	30
-------	-----	----

Send us an order.

H. P. ECKARDT & CO
WHOLESALE GROCERS
 CHURCH STREET & ESPLANADE TORONTO

EVERY DOG OWNER
throughout the World
Knows
SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

**Will you cater for
those in your town?**

*Ask your jobber for them or write for
samples and prices to*

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet
FINE LEAF GELATINE

British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

Forest and Stream, 1/4s, 1/2s. and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3 1/2 lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITS

Soap Powder, case 100 pkgs..	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.....	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.....	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.....	\$4 60
Perfection, 1/2-lb. tins, doz...	2 45
Perfection, 1/4-lb. tins, doz...	1 35
Perfection, 10c size, doz....	0 95
Perfection, 5-lb. tins, per lb..	0 37
Supreme Breakfast Cocoa, 1/2- lb. jars, 1 and 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. box- es, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box ...	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes	0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case....	0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. box- es, 30 boxes in case, per lb.	0 55

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.....	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz...	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz...	0 95

Do you want help or have
you something to sell, if so
use the classified column in
this paper.

PINEAPPLES

For Preserving

Season now on
Stock arriving in Fine Shape

Cabbages Cucumbers
Tomatoes
Strawberries Cherries
Oranges Lemons
Bananas

The House for Quality

WHITE & CO., LIMITED
TORONTO

PINEAPPLES

This Week is Canning Week

Price now as low as they will
be this season. Order now.

We have cars arriving daily
direct from steamers at New
York.

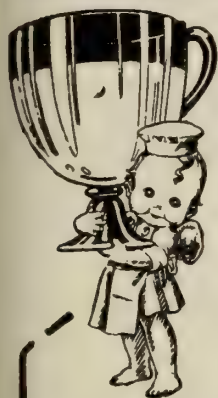
Our Quality and Prices are
Right

The House of Quality

HUGH WALKER & SON

Established 1861

Guelph, Ontario



Custard that Compels Custom

It is the fresh, delicate, creamy
"home-made" flavour of Freemans
Devonshire Custard that has made
it so popular in the British Isles.

Oversea Troops from the Dominion
who have returned home are bring-
ing with them many links with the Old Country,
one of which is a desire to taste again its delicate
and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very
profitable line to stock, also it will enable you to push
your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled
purity and flavour to the ideal conditions of clean-
liness under which it is
manufactured.

Write for trade terms and
particulars to the
WATFORD MFG. Co., Ltd.
Delectaland, Watford,
England

Freemans
FOOD PRODUCTS
Watford

Brooms

We are pleased to advise the
trade that we can now supply
our

Standard Brooms

Prompt Shipment

and will be glad to book your
order.

Prices *right*. Quality as usual.

Walter Woods & Co.

Hamilton and Winnipeg

Get our prices on Bulk Teas

We specialize in bulk teas. We offer you a combination of quality and price that will make better tea sales and bigger tea profits easily attainable.

May we quote you?

Minto Bros., Toronto

Originally Established 1873

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

DONALD H. BAIN CO.

AGENTS FOR THE CANADIAN NORTH-WEST

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

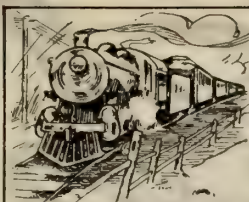
LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.

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BUYERS' MARKET GUIDE

Latest Editorial Market News



STONEWARE

Buy Now—Butter Crock, Jugs, Churns, Flower Pots, etc. Ask for latest catalogue.

The Toronto Pottery Co. Limited
Dominion Bank Bldg.
TORONTO

We are now located in our new and more spacious warehouse at

60-62 JARVIS ST.

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, 53 Silver Birch Ave., Toronto Beach 2170

J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute
Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

SALT

All Grades.—Carloads.

THE DOMINION SALT CO., LTD.

Manufacturers and Shippers

SARNIA :: :: ONTARIO

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

BUYERS' GUIDE

Sees High Nut and Fruit Prices
For Year

"We have had 10,000,000 men fighting for us for years, and until they get back to producing there can be nothing but dear prices," said Major John T. McBride, of Montreal. Mr. McBride had just returned from New York, and his observations lead him to feel that the Europeans will pay almost any price for food. It is simply a question with them of getting it. "Europe is hungry for all kinds of goods, and the prices of food are constantly increasing, and these prices are being paid without question," continued Mr. McBride.

C. B. Hart, another large importer of Montreal, believes that there will be no big reductions, and in fact that dried fruits in particular will rule higher than ever, no matter what the production may be. "The people in Europe will pay the price," said Mr. Hart.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
3/4-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE

GAS MANTLES.
THE MANTLES THAT YOU...
CAN TIE IN A KNOT WITHOUT
DAMAGE. SUPERSEDE ALL
OTHER STYLES FOR INVERTED
GAS LIGHTS

R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your

**BUTTER, EGGS, POULTRY
Etc.**

We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal

Phones :

Uptown 4620, Uptown 4621, After 7 p.m. Upton 198

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

WANTED

EGGS AND POTATOES

We pay highest market prices.

Write us for information

NAPOLEON MORRISSETTE

18 Jacques Cartier Square, Montreal

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED — CAPABLE CLERK TO TAKE charge of general store in country; must be energetic, with good references, and a business getter. Also require good hardware man. State salary expected. Box 632, Canadian Grocer, 143 University Ave., Toronto.

SITUATIONS WANTED

SPECIALTY SALESMAN 30 YEARS OF AGE is open for position. Thirteen years' experience selling groceries, wholesale and retail. Box 638, Canadian Grocer, Toronto.

SALESMAN—RETURNED SOLDIER—IS OPEN for position. Salary no object. Box 618, Canadian Grocer, 143-153 University Ave., Toronto, Ont.

SPECIALTY SALESMAN CALLING ON wholesale and retail grocery trade, west of Brantford to Windsor, could handle one or two good lines, on salary or commission. Box 636, Canadian Grocer, Toronto.

COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE—LEADING GROCERY BUSINESS in live Western Ontario town of 5,000 population. Stock and fixtures, \$2,500, yearly turnover over \$24,000. Good reasons for selling. Box 622, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE OR RENT — GENERAL STORE with dwelling attached in live town on Ottawa-Prescott highway. Well established business. Good reasons for selling. Box 630, Canadian Grocer, 143 University Ave., Toronto.

FOR SALE — NATIONAL CASH REGISTER, electrically operated. Two drawers. Worth \$650, will sell for \$400 cash. Serial No. 597(2) E L 2 C. Apply J. B. PYPER, Port Arthur, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager
Western Canada
TORONTO

There will be a big demand
this Summer for
**ARCTIC ICE
BLANKETS**

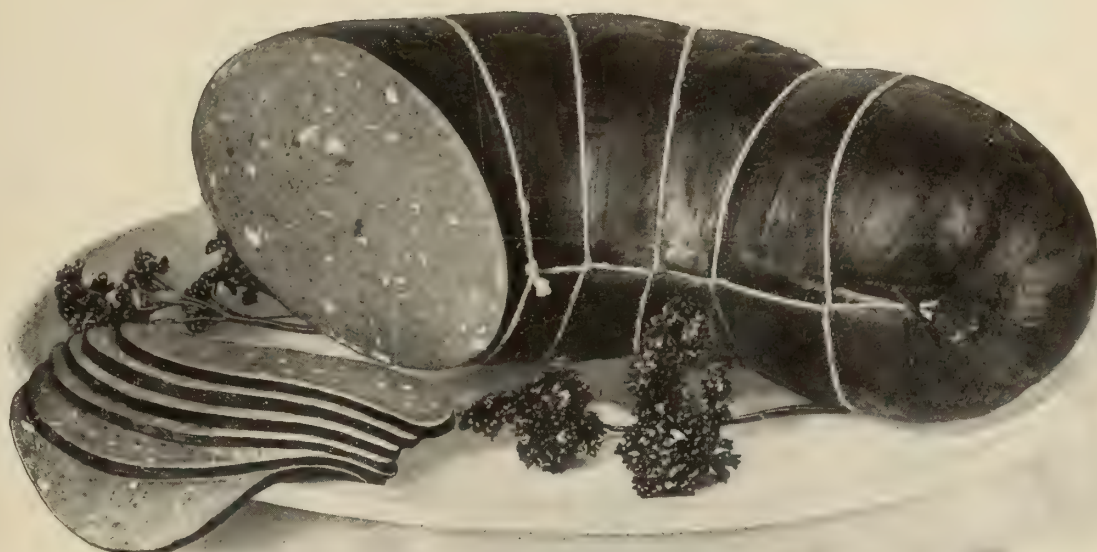
THEY REDUCE ICE BILLS BY
SAVING ICE. Made of pure vegetable fibre parchment, will not dissolve when wet. One blanket is large enough for a good sized cake of ice and will last about three months.

RETAIL PRICE, 10c. Each
WHOLESALE PRICE, 90c. Doz., \$10 Gross

Put up by

PARKE & PARKE, LIMITED
MacNab St. and Market Sq. HAMILTON, Ont.

Tasty Treats that tempt your Trade!



DAVIES QUALITY THICK BOLOGNA

A NICE assortment of Davies Quality Thick Bologna—Davies Quality Ham Bologna—Davies Quality “Lake-side” Bologna—and similar lines, displayed on the counter will attract many a customer. A word from you calling attention to these products and suggesting their seasonableness will lead to good business and keep your provision department busy these warmer days. Let us send you a trial assortment.

Order
Today

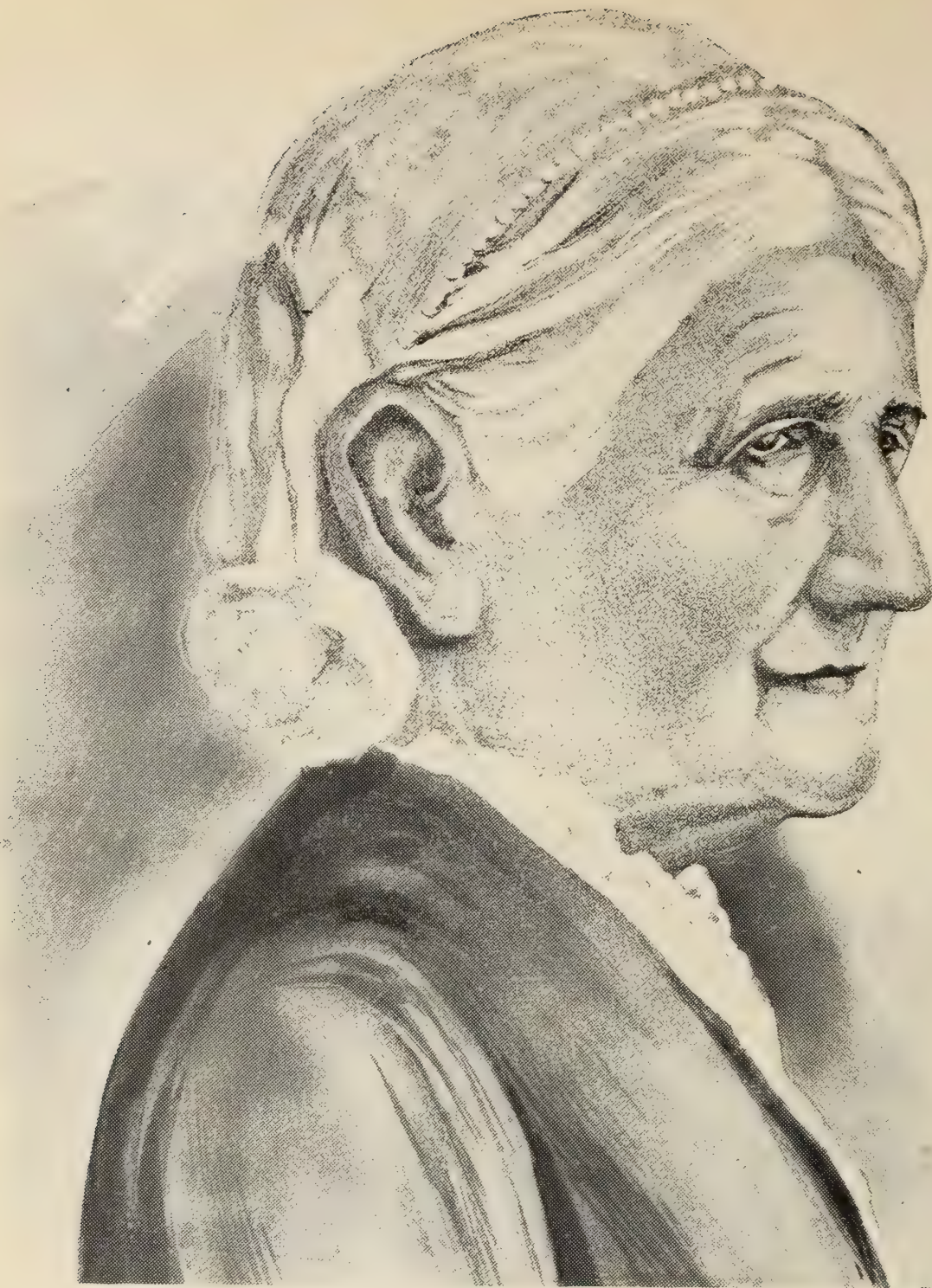
THE
WILLIAM **DAVIES** COMPANY
LIMITED
TORONTO

Order
Today

Montreal

Canada Food Board Packers' License No. 13-50

Hamilton



The same good kind that
mother used to make

Small's Ltd., Montreal

Standard the world
over--Small's Ltd.



The kind mother used to
make--ready-made



CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE : TORONTO, JUNE 6, 1919

No. 23

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and

Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

Your Advertising

You personally may not do any newspaper or pamphlet advertising; but every advertisement is **your** advertisement that is inserted by the manufacturer to promote the sale of his product which you stock and sell.

Pick out the products in your store which are advertised for your benefit and display them prominently. Try to show these displays when the advertisements appear. You will then direct to your store the demand that the advertisement creates.

When you link up to the Giant Advertising, and get the benefit of his power you are bound to be rewarded for your endeavors.

O-Cedar Polish and O-Cedar Polish Mop advertisements appear every week in the leading newspapers of Canada. This in addition to our other advertising.

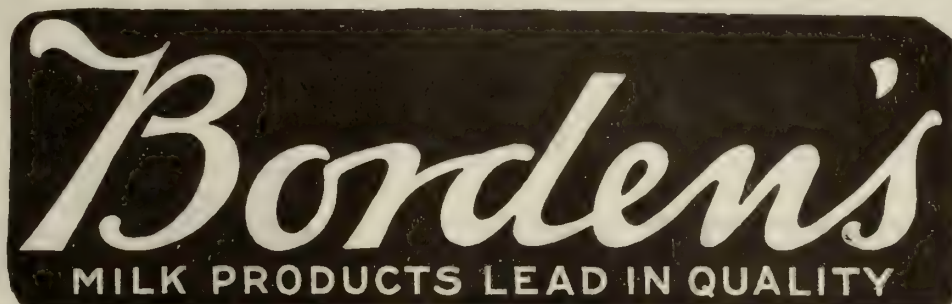
We can supply you with beautiful hangers, Grocery Store transfers and electros. Send a post-card notifying us of what you need in the way of Advertising Material—and it will be sent prepaid direct to you.

**Channell Chemical Company,
Limited
TORONTO**



O-Cedar Polish

Let Us Tell You The Reasons Why



FIRST, the finest dairy section is selected, then the milk of the best herds of cows is contracted for. This is how the Borden factories are placed to get the best milk possible. After this comes the Borden regulations which control the quality of the milk, the handling, keeping the cows clean and healthy, the milking and the delivery of the milk to the factory. The keenest inspection is kept up, with the result that the Borden organization has fixed the standard of the milk wherever their factories are located.

Upon the right handling of the milk in the shortest possible time after milking depends the purity as much as the quality of the milk depends on the care and feeding of the cows. It is this proper handling made possible by the unparalleled facilities of the Borden organization that has popularized the Borden Milk Products and placed them in the first row of nearly every grocer's shelves in Canada, and produced an ever-increasing demand for him to supply.

Borden Milk Co., Limited

Leaders of Quality

Montreal

Branch Office: No. 2 Arcade Bldg., Vancouver

Is Your Bank Account Positively Protected?

IF a crook gets possession of your check, raises it to any amount you dare think of, and cashes it at the bank, what evidence have you to show that the fault is not yours?

Don't trifle with your bank account. You can get "standard protection"—for the first time at the ridiculously low cost of **\$10.00**, the price of the

DIMUNETTE CHECK PROTECTOR FOR PERSONAL AND BUSINESS USE

It is true, a Dimunette Check Protector may never save you a cent. And it may save you every dollar you're worth.

That's why the jobbers are co-operating to get every merchant to protect his bank account—to drive the check

crooks away from the grocery trade.

Folks who hesitated to get check protection lost over \$20,000,000 last year alone.

Get a demonstration at once. Ask the next jobber's representative who calls.

\$10⁰⁰

Will buy "Standard Protection" for your bank account. That is the process by which the check paper is shredded and impregnated with acid-proof ink. Standard protection HAS NEVER FAILED. It defies the wiles of every check crook.



W. G. PATRICK & CO. LIMITED

MONTREAL

TORONTO

WINNIPEG

IF YOUR JOBBER CAN'T SUPPLY YOU, WRITE US DIRECT

Tomato Soup

Its Delicious Flavor of
Red Ripe Tomatoes
Appeals to Every
Taste—



THE GOODNESS
GOES IN
BEFORE
THE LABEL
GOES ON

It Pays to Carry
A Good Stock of
This Popular Line.

Ask Your Jobber or Wire Direct



DOMINION CANNERS, LIMITED

Hamilton, Canada



No. 24 Case

Think how much
easier to sell
goods displayed
in a show case
like this

Note the good looking appearance of the show case. Mark how it is built to give the contents the very maximum of effective display. Compare the looks of this equipment with the lumber counter that, perhaps, you are still doing business with.

If you think this case would look good in your store, write us to-day for all particulars and for complete illustrated list of the entire Walker Bin family of Counters, Show Cases and Wall Fixtures.

Whatever your Fixture requirements are we can supply you. Send plan and state what you want.

The Walker Bin & Store Fixture Co., Limited
KITCHENER, ONTARIO

Only
Selected
Mature
Haddock



Only
Selected
Mature
Haddock

1-lb Tin contains 16 oz. net.

1/2-lb Tin contains 8 oz. net.

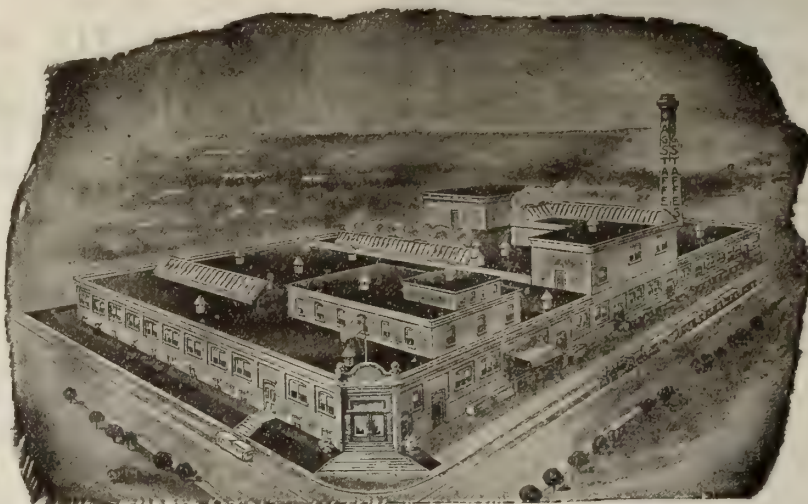
A pound tin contains as much Fish without any waste and ready for use as a fresh fish weighing 3 pounds. Sold by leading Jobbers everywhere.

Packed only by

The Thistle Curing and Canning Co.

Arthur P. Tippet & Co., Agents, Montreal

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

"Every week with the E.B. Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated June 6, 1919

Being No. 37 in the Series

Busy Scenes in the Eddy Company Paper Bag Factory

ALTHOUGH not by any means the largest of the factories at the E. B. Eddy plant, the Paper Bag Factory is certainly one of the busiest. The work of paper bag making is carried on by quick-fingered girls who take care of the most ingenious machines. The speed of these machines is exceedingly rapid. They have to be fast to maintain an output of a million bags per day.

Every particle of paper used in Eddy Company paper bags is manufactured at the Eddy plant out of wood pulp by the clean, careful processes of which you have read. The factory in which the bags are made is airy, and brightly lit by many windows. The girls who watch the machines are a merry, healthy bevy, as nimble at their work as the girls of the match factory, and as happy in the doing of it.

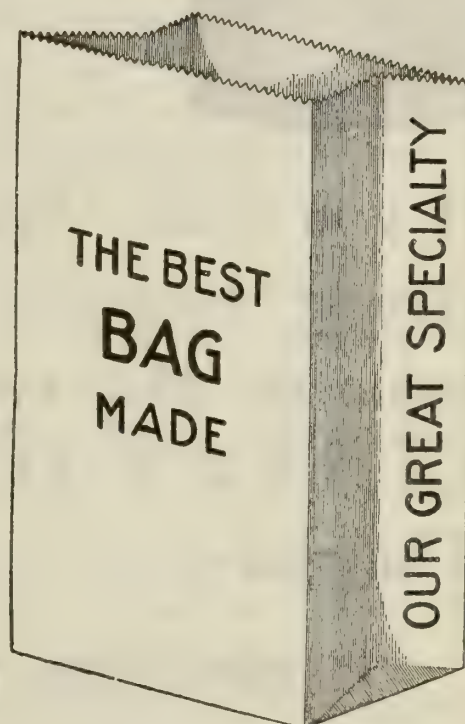
Special rolls of paper of various necessary sizes are used for the manufacture of Eddy Company paper bags. These are delivered as required to the bag factory, and feed the eager machines in almost ceaseless succession. Paper bags to hold from a few ounces to a great many pounds are all manufactured at various rates of speed.

The little quarter pound bags come tripping out of the machines at the breathless pace of 225 per minute. It takes a bright alert girl to see that they arrive in perfect order and all efficient for service. Sixteen pound bags proceed more slowly—at about a hundred per minute—and girls who are new to the business begin with the making of the bigger bags.

The same sort of machinery makes both big bags and small, so that a girl who has learned to manage a 16-lb. bag machine can go on to a faster running machine, making smaller bags as she grows expert. How the machines work will be told here next week.



EDDY'S



SELF-OPENING, BOX-SHAPED
GROCERY BAG

Watch for articles in this series describing the making of Eddy paper bags

CLARK'S

PORK AND BEANS



with
Tomato
Chili
or Plain
Sauce



If you want *New* business, if you want
Repeat business, if you want *Increased*
business, Mr. Grocer, carry and display
CLARK'S PORK AND BEANS.
They have

THE REPUTATION, THE QUALITY AND THE SALE

W. Clark, Limited

Clark's

Montreal



Announcing—

: The New : SURPRISE : Wrapper :

TO THE TRADE:

War conditions have made it impossible to continue the colored Wrappers used for so many years on "SURPRISE" Soap.

In future "SURPRISE" Soap will be enclosed in a New Wrapper, which is simple in design, Made in Canada, and readily identifies "SURPRISE"—the Highest Grade of Laundry Soap.

For over thirty-five years "SURPRISE" Soap has been used in Canadian homes; the same high Quality standard of the Original formula has always been maintained, with any improvements that skill and modern manufacture have brought about. It is in a class by itself for Household use.

We would greatly appreciate your co-operation in making your customers acquainted with the change in the Wrapper, and calling their particular attention to the quality of the Soap itself. The Wrapper only is changed, and for the reasons stated. "SURPRISE" is the same High-Grade Laundry Soap as always.

Yours truly,

The St. Croix Soap Mfg. Co.

St. Stephen, N.B



EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.

Don't repeat last summer's waste.

Get a Eureka.

Write for our new catalogue.

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Montreal, Hamilton



HOPS

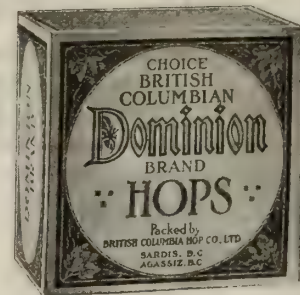
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office :
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

Wantmore

PEANUT BUTTER

The Finest Spread for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable. Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us.

R.L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

California Lemons

(Very Keen Demand)

Winesap Apples

Strawberries

Pineapples

Oranges

Tomatoes

Cabbage

Mixed Vegetables

Kindly Phone, Write or Wire Your Orders.

McBRIDE BROS.

House of Quality

35 Church St.

Toronto

Nature's Own Device

—Use It to Win Trade to Your Store

Nature has given the orange an alluring color just to induce people to EAT this healthful fruit. Make a One-Week Display of oranges in your window. See how that ATTRACTS TRADE TO YOUR STORE.

California Produces Oranges the Year Round

This year's crop of California summer oranges is the largest in history. More than 7,000,000 boxes of this delicious fruit will be shipped during the summer months: so there will be enough for everybody—and at reasonable prices.

DON'T attempt a fancy display with neat pyramids of fruit. That isn't necessary.

Simply use a window, or a part of a window, to make a *mass* display. Use three or four boxes at least, letting the oranges place themselves as they happen to fall when you pour them out.

Note How They Sell

Place a price card on the display. Then compare how those oranges sell all that week with the way oranges have sold in your store during other weeks.

Note the faster turn-over; the increased profits; and the new trade that comes into the store to buy oranges as well as other goods.

See how the beautiful color of this fruit seems to attract people to it. Observe how much more frequently you have to buy oranges to replenish your stock, without investing any more capital, and how much more profit each week brings thereafter.

Use Sunkist

—The Advertised Oranges

Make the displays with Sunkist oranges and let the people know they're Sunkist. Sunkist are advertised to millions of women every month and are the most acceptable oranges therefore.

Try this plan now. Put in your mass display today for a week, and note the results of that one week's sales.

You'll have orange displays regularly—we believe you'll

have one permanently, when you have tried one in this way.

Let Us Help

We are offering eleven different kinds of assistance to retailers to help promote their sales of Sunkist Oranges and Lemons, and we want to help you too.

Send the coupon for our "Merchant's Display Material Option List" and select the kind of aid you want.

Do it now. Mail the coupon before you turn the page. Start now to make more money on your fruit.

Sunkist
Uniformly Good Oranges
The Best Fruit to Display

California Fruit Growers Exchange

A Non-Profit, Co-operative Organization of 10,000 Growers
Los Angeles, California

We will send a booklet telling about "Salesmanship in Fruit Displays."

California
Fruit Growers
Exchange

Dealer's Service Dept. 12
Los Angeles, California

Please send me your
"Merchants Display Material
Option List" without any obligation on my part.

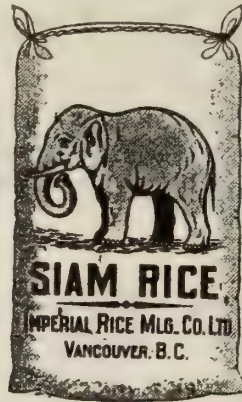
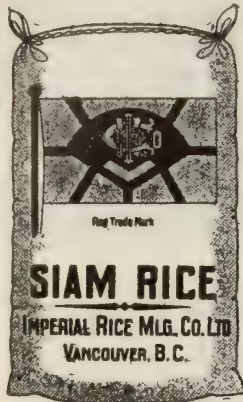
Name

Street

City..... Province

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

DESICCATED COCOANUT

We import direct from our own
mills at Colombo, Ceylon, and stand
behind the quality of our goods.
The prices we quote are rock-
bottom. Let us quote you on your
next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina,
Saskatoon, Moose Jaw; Tees & Persse of Alberta,
Ltd., Calgary, Edmonton. Newton A. Hill, Toronto,
Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream &
Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax,
N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed

BY

The Nootka
Packing Co., Ltd.

NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.



MACARONI

The pure food that builds Muscle
and Bone at small expense

FULLY GUARANTEED and
Very Profitable to the Grocer.

MANUFACTURED BY THE
Columbia Macaroni Co.
LIMITED

LETHBRIDGE

ALTA.

CATCH THE FLY

By using our

National Fly Catcher

Clean & Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your
Wholesaler

1598 Delorimier Ave.
Montreal



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

Interested in the B.C. Market?

We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.

Little Bros. Ltd. VANCOUVER

M. DESBRISAY & CO.
Salmon Cannery and Manufacturers' Agents
VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line.
Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian
and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

EXCELLENT FACILITIES FOR
SELLING AND DISTRIBUTING
**FREE and BONDED
WAREHOUSE**
CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

SAY YOU SAW IT IN
CANADIAN GROCER



ALBATROSS BRAND

TRADE MARK

CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**



PILCHARD

EMPTY, CONFIDENT, AND SODAS OPENED

DIRECTIONS:
WHEEL REQUIRED
NOT PLACE THE
CANS BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like ALBATROSS BRAND PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

BLOATER
ANCHOVY
SARDINE
SALMON



Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG CANADA

Macdonald, Adams Company

Brokers and Manufacturers Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada

502 Avenue Building, Winnipeg

The McLay Brokerage Co.

Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account

Winnipeg

See Page 72 of this Issue,
it will interest you. It has
helped others, it may help
you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: **WINNIPEG** Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.

WINNIPEG

and

Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



CHRISTIE'S BISCUITS AND ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.
Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

LET CANADIAN GROCER Sell It For You

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta
Our staff calls on wholesale trade and does
detail work.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN
Free and Bonded Storage
5 floors---60,000 sq. feet.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Con-
fectionery Specialties

Foy Building, - 32 Front Street^t
TORONTO - ONTARIO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto



When Ordering Your Next Stock of Jams

Consider what an
advantage it will
be to identify your
store with such
widely known and
well proven lines
as

Furnivall's

Furnivall's Jams
are quality Jams
— quality fruits,
pure cane sugar
and made by ex-
perts in a factory
that is 100 per
cent. up-to-date.

FURNIVALL-NEW,

Limited

Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

OCEAN BLUE

In Squares and Bags

EVERY woman takes a pride in
having spotlessly white household
linen. OCEAN BLUE gives the best re-
sults in the easiest way.

Give all your customers the opportu-
nity of testing it, and you will soon need to

Order more from your Wholesaler

HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26, Wellington Street, W., Toronto.

Western Agents: For Manitoba, Saskatchewan &
Albert: W. L. Mackenzie & Co., Ltd., Winnipeg,
Regina, Saskatoon, Calgary & Edmonton. For Brit-
ish Columbia and Yukon: Creeden & Avery, Rooms 5
and 6, Jones Block, 407 Hastings Street West, Van-
couver, B. C.

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QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

C. B. HART, Reg. Montreal, P.Q.

*Grocery and Chemical Brokers
Commission Agents*

J. C. THOMPSON COMPANY

Brokers and Commission Agents
Montreal, P.Q.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

MANUFACTURERS

We want Agencies for Food Stuffs
FOR QUEBEC PROVINCE
References: Royal Bank
NAP. MORRISSETTE
18 Jacques Square MONTREAL

MARITIME PROVINCES

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS
84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

MANUFACTURERS OF FOOD PRODUCTS

Let us market your foods in the Province of Quebec. We guarantee the best of service.
References, Royal Bank of Canada.

Genest, Genest, Limited,

Board of Trade
Building

Montreal

EL ROI-TAN PERFECT CIGAR

Mention this Paper When Writing to Advertisers

Stores using a complete N. C. R. System can give the public good service



WHEN a customer goes into a store and sees an up-to-date National Cash Register on the counter, he knows at once that he is going to get quick, accurate service.

If the proprietor of that store is asked why he uses a National Cash Register he will reply that it is a labor-saving device that helps him just the same as labor-saving machinery helps the manufacturer, railroad man, farmer, and mechanic.

When a customer makes a purchase in a store using an up-to-date National, he can not help but notice how quickly the clerks hand out parcel and change. He notices how careful they are—the smart, modern appearance of the store—the good service and prompt attention that he gets.

Customers are also quick to notice the good values that such stores are able to offer; the accurate printed cash register figures; the freedom from disputes; the absence of errors.

A modern N. C. R. System is a business necessity because it does so much to increase business and reduce expenses

The National Cash Register Co. of Canada, Limited, Toronto, Ont.

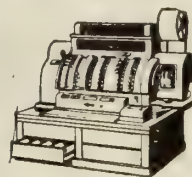
Offices in all the principal cities of the world

Without a cash register

Keeping store records by hand is as out of date as traveling by stage or fighting with bows and arrows.



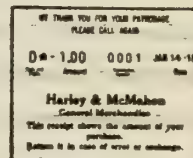
With a modern National



The most progressive stores all over the world are using and endorsing National Cash Registers.

Machine-made records

National Cash Register records are printed and accurate. They protect merchant, clerk, and customer.



Careful, accurate clerks



An up-to-date N. C. R. System is a powerful force in training clerks to be careful, accurate and quick.

N. C. R. quick service

Cash register service is the fastest in the world. It makes shopping quick, pleasant, and convenient.



Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

**IMPORTERS, EXPORTERS and GENERAL
: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

*SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND*

Bankers: ROYAL BANK OF SCOTLAND

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE

Agents

Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

Lind Brokerage Co., Ltd., Toronto



By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

The finest quality tobacco

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy. No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

"Doubtless"

There is no substitute for G. WASHINGTON'S COFFEE.

Way back yonder somebody said, "Doubtless, the Creator could have created a better berry than the strawberry, but doubtless he never did."

No one yet has made a soluble coffee equal to Mr. Washington's wonderful coffee.



**G. WASHINGTON'S COFFEE WENT TO WAR
HOME AGAIN**

On the Market since 1909

BETTER THAN EVER

At the Front since 1914

Never Sold Under Private Label

CANADIAN SALES AGENTS:

Grocers' Specialty Company, 167 William St., Montreal, Canada

THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality.

Remember the sale is guaranteed.

"SALADA"

TORONTO and MONTREAL

New Pack Now Ready

LIBERTY BRAND

Canned Kippered Herring

Canned Finnan Haddie

Prompt shipment can now be made.

Highest quality, being carefully packed from only freshly caught and selected stock.

Only a limited quantity now unsold.

Prices and samples gladly furnished on request.

GULF PACKING COMPANY

CHARLOTTETOWN, P.E.I.



*Shipping Oranges
from the Seville
plantations, to be later
made into Curling Brand Marmalade*

In Sunny Seville



are grown the sound,
juicy, well-flavored
oranges that are used
in the making of

"CURLING" BRAND ORANGE MARMALADE



Seville Oranges are famous the world over. They are admittedly the choicest oranges for the making of marmalade and this fact, combined with the care and attention we devote to every part of its manufacture, has made Curling Brand Seville Orange Marmalade a particularly delicious addition to the Canadian housewife's table.

If you are not now selling Curling Brand send to-day for a trial supply and see what excellent selling results a "Curling Brand display will produce.

St. Williams Fruit Preservers, Limited

SIMCOE and ST. WILLIAMS, ONT.

MACLURE and LANGLEY, Ltd.

Montreal

Toronto

Winnipeg

One Thing To Keep In Mind

TO build up a permanent tea trade, the grocer must keep *one principle* always in mind. He must supply tea to his customers that is of the same quality and flavor week in and week out, month after month. Variations in quality and flavor make customers dissatisfied and cause them to go elsewhere for their tea, and eventually for all their groceries.

The safe, sure way of satisfying customers is for the grocer to sell them good tea that he can duplicate at any time. And he couldn't do better than to select Red Rose for his leader. It is always the same good tea, day in and day out, year after year. It is a permanent trade builder, and a big seller.

T. H. ESTABROOKS CO., Limited

ST. JOHN

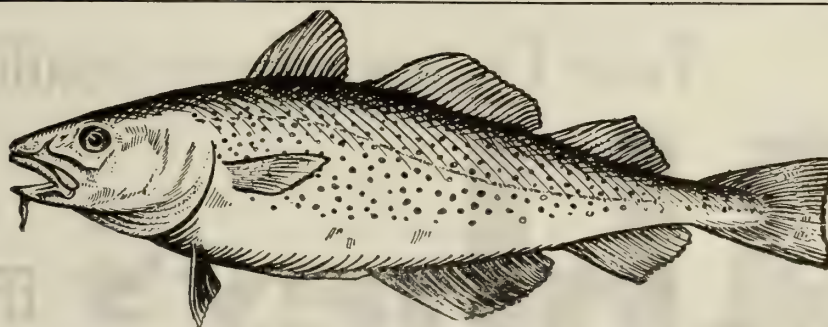
MONTREAL

TORONTO

WINNIPEG

CALGARY

EDMONTON

**Shad****Gaspe****Salmon****Mackerel**

Our prices are the lowest. Prompt attention, best services. Always patronize the old and reliable headquarters

Established 1874

D. Hatton Company

MONTREAL

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

ADDRESS

CANADIAN GROCER

143-153 UNIVERSITY AVE., TORONTO

A Keen's Blue display on your counter, window or shelf will be the connecting link between your store and the wide demand for this "Blue of Blues."

June, July and August are the great Blue selling months.

Never be without a display of Keen's. Feature it to-day and keep it up. Write us for a special display show card.

Magor, Son & Co., Ltd.

191 St. Paul Street W., Montreal

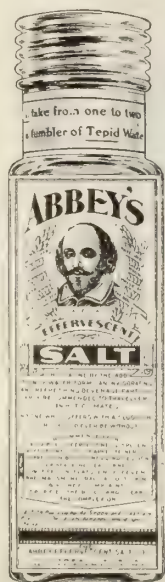
30 Church Street, Toronto



Your Customers are reading about

Abbey's EFFERVESCENT SALT

Makes Life
WORTH LIVING



When they peruse the daily papers, they see the advertisements of Abbey's Salt. When they open their favorite magazine, they read about Abbey's Salt. When they are down town they are constantly reminded of Abbey's Salt by the window displays of the dealers who are connecting their stores with the Abbey Salt advertising. Let Abbey's Salt make money for you—stock it—recommend it.

THE ABBEY EFFERVESCENT SALT CO., MONTREAL

CANADIAN GROCER

Vol. XXXIII.

TORONTO, JUNE 6, 1919

No. 23

Making the Window Head Salesman

THAT a retail grocer could sell at a profit thirteen thousand pounds of Kotonashi beans in seven days proves, according to F. W. Welsh, manager of the London Grocery, corner Hastings and Granville Streets, Vancouver, that a retailers' opportunities are just as big as his ideas. No advertising was done in this case except that the large window was filled high with beans, and only beans, and a large card bore the legend,

**"Special—Hand-picked
White Beans 5c
a Pound"**

No one was served for less than five pounds; 25 and 50c bags were already parcelled up, and the public simply walked out with parcels as fast as they could be handed out.

At this time the bean market was at its lowest ebb, and it would appear that some jobber felt himself too well supplied with beans, for Mr. Welsh bought this entire lot for 3½c per lb., so a good margin of profit was realized.

Featuring Special Purchase

In the same way, on another occasion, Mr. Welsh made a good purchase of onions, and filled the window with these at a price of 12 lb. for a quarter; several tons were sold at a fair margin.

A car of bananas intended for Calgary was opened here and found to be too ripe for forwarding. The London Grocery sold 100 bunches in a day and a half at 25c a doz. They were bought for considerably less.

Another time a wholesaler made an offer of 120 dozen glasses of apple jelly. It was a good article and Mr. Welsh took the lot at a dollar a dozen, filled the window with the jellies and cleaned up the entire lot in four days, at \$1.50 per doz. Four hundred dozen baked bean halves were likewise bought right, and sold at three for a quarter in a few days. For seven weeks the London Grocery sold

THE London Grocery, Vancouver, devotes its windows as a matter of policy to the selling of "Specials." Is this policy successful? These are the facts in support of the case:—

It sold upwards of six tons of beans in seven days.

It sold 100 bunches of bananas in a day and a half.

It sold several tons of onions in a brief period.

It sold 120 doz. glasses of jelly in four days.

It sold 400 dozen tins of baked beans in four days.

It sold 49,000 pounds of flour a week for seven weeks.

Grocery service still an asset. The personality behind the store a great factor in sales. Premiums and guessing schemes tried and found wanting.

1,000 49s of flour a week; the window was filled with flour.

Fundamentals Not Fads

"In my twenty-eight years in the grocery business there are a few fundamental things that I have learned," stated Mr. Welsh. "I have never changed my proven successful store policies to meet the vagaries of passing fads. I have learned that my window is my best salesman, and if I use it right, it will pay my rent.

Not Artistic But Sell the Goods

"I have been told often that my windows would break the heart of an artistic window dresser, but the amount of goods my windows sell tell me that I'm using my windows in the way that a grocery window is intended to be used. If any man or any firm wants to use my window, they have to pay me for the use of it. I have discovered also that only about ten per cent. of the public are bargain hunters, and it pays to cater to the majority.

Self Serve a Passing Phase

I don't think that the self serve and the cash and carry plans will ever supersede

the groceries giving the regular grocery services. My delivery expenses amount to four per cent. on my gross turnover. In order to induce my customers to carry home their purchases, a reduction of more than four per cent. would have to be given. Forty cents on a ten dollar order does not look much to the housewife. Also, I should lose all my telephone business which I have estimated at about forty per cent. of my volume.

Keeping a Personality Behind the Business

"I have learned also that it is possible to keep a personality back of your business no matter how big it gets, and it pays, and pays well."

Mr. Welsh was asked just what he meant by this. He replied, "Well for instance, the other day I presented one of my customers with a dozen silver knives and forks. It was a silver wedding anniversary, and they had dealt with me for the twenty-five years."

Tried All The Premium Schemes

Mr. Welsh stated that in his first years in the trade he had tried almost every scheme practised, and originated many more, in the way of guessing contests and premium schemes. He had had huge candles made and had his customers guess how long they would burn. He had had great blocks of maple sugar cast and had them guess the weight, and had even resorted to the time-worn bottle of beans, "but," said Mr. Welsh, "no one is going to sit up night eating more food, or wearing more clothes in order to get a guess, so since I realized this I've sworn off these practices many years ago."

In answer to our question about profits Mr. Welsh said, "In the best days. I have found it possible to clear, over and above salaries, interest on my money invested, etc., about 3½ per cent. The average would run along to 2½ per cent. and at present it is closer to 1½ per cent. For the benefit of myself and my clerks I have this scale tacked over my desk for handy reference. I find many of the salesman calling on me far too optim-

istic regarding the margin which their lines give me. A glance at this scale quickly shows me the facts. You may pass it along if you care for it. I have been a reader of CANADIAN GROCER almost ever since I entered the grocery business."

		Estimating		Profits	
1-2	on cost	is	33	1-3	on returns.
1-3	"	"	25	"	"
1-4	"	"	20	"	"
1-5	"	"	16	2-5	"
1-6	"	"	14	2-7	"
1-7	"	"	12	1-2	"
1-8	"	"	11	1-9	"
1-9	"	"	10	"	"
1-10	"	"	9	1-11	"
1-11	"	"	8	1-8	"
1-12	"	"	7	9-15	"

Restrict Import of Salmon and Sardines

Government Requires Individual Importing License be Obtained Before Any Imports Are Permitted—Hope Thus to Force Consumption of Canadian Surplus—A Somewhat Fallacious Idea

THE Canadian Government having last year, at the instance of private buyers in Britain, requisitioned all but a small part of the salmon pack of the British Columbia salmon fisheries, and these the poorest grade, is now facing the condition that they were warned would arise at the time that they took this unwarranted action. The chum salmon and pinks, grades never used on the Canadian market, still remain in the packers' hands, and the Government to meet this situation is endeavoring to force the consumption of these goods by an order requiring the obtaining of an individual license for the import of all salmon and sardines. **Force Consumption of Chum Salmon**

The idea of this order is, of course, to force the consumption of the 300,000 cases of salmon at present in store in Vancouver. That this order will have any practical effect in meeting this situation seems far from likely. The Canadian trade has been without the better class of salmon for practically a year, but despite this fact there has been no marked demand for these goods. It would seem that the present action of the Government would only tend to make a bad matter worse. It will probably have the effect of curtailing the consumption of all salmon, which will mean that this trade will have to be built up again.

British Market Formerly Open

In the past the British market has taken a considerable quantity of chum salmon, and would probably have done so this year had not the Canadian Government encouraged them to take the better grade, the goods that had a keen sale in Canada, instead. Australia also has been a good market for these goods. It would seem that the reasonable course for the Government, they having been the instruments in inducing this condition, would be to find a market elsewhere, instead of adopting the impractical measure of trying to starve the market into the acceptance of goods that they have never received favorably.

Imported Sardines Also Banned

The licensing of imported sardine shipments seems hardly more logical. The reason given is that:

There is a glut of Canadian sardines, and 40,000 cases of 25 pounds each be-

yond immediate demand await a market, and the canneries of the Atlantic coast will probably remain closed until July 1st, throwing 2,000 people out of employment for two months.

This is certainly a serious enough situation, but again it is questionable whether the banning of imported sardines would in any way remedy this condition. As far as the market goes the selling price will always be a sufficient protection for the Canadian article. But it will not of necessity induce people accustomed to the use of imported sardines to use the Canadian article. There is unquestionably a market for these goods, but the market is not necessarily Canada, and while this

measure may appear to be the easiest way of meeting the situation, it does not appear to be the wisest or most effective.

JAM DECONTROLLED, BUT NO EXPORT LIKELY

Special to CANADIAN GROCER

LONDON, MAY 26.—Jam has been decontrolled in the United Kingdom as regards quantity, but the maximum prices remain in force until further notice. It has been stated publicly that efforts are being made to wind up the British Ministry of Food by November the 15th, so that freedom of food distribution may come before the Fall.

These changes, however, are not likely to affect the export situation as far as jam is concerned, since the public have been officially warned not to expect the increase in the amount of jam available for distribution prior to the next jam season. Retailers, wholesalers and manufacturers may now purchase from any supplier any quantity of jam which they may be able to obtain.

The British Consumers' Council is opposed to the winding up of the British Ministry of Food. The fear is entertained that there is trouble ahead for the food supply of the United Kingdom if it is placed at the mercy of the open markets at a time when what amounts to a state of famine exists in large areas of Europe.

What About Canned Fruit?

Peaches Probably Up a Dollar a Case—Despite Good Crop Prospects in California, Competitive Bidding Sends Fruit Prices Skyward

THE canned fruit situation as explained by one of the large California packers, to their brokers, is this: "It has been the usual custom for us to contract with our growers year after year for the amount of fruit that advance sales indicated could be marketed. Each year, after the more particular packers had taken their requirements, the other smaller packers, who put up a pack for a cheaper trade, bought what was left at considerably less money, using up all the odds and ends and tag ends of the various crops. It would appear, however, that this year the Eastern jobbers, thoroughly aware that a great demand for canned fruit has been created in Europe, have practically tumbled over themselves to secure in advance what they estimated they would need in the canned fruit line. Without prices they have insisted on their orders being taken subject to opening prices when named, and have even given their orders to the small packers on a "cost plus" basis. This has permitted the small packer to do what he has never been able to do before, namely, to go out in advance and contract for his supplies from the fruit farmers.

Forced Market Up

As previously explained, the fruit farmers expected their usual customers to contract again this season as usual, and in order to break into this business these dozens of small packers, backed by "cost plus" contracts from their customers, offered more money to the farmers than had ever been paid them before. The large packers had to secure fruit to meet the demand they have created, so they have had to meet the high prices. In this way highest prices on record are being paid the farmers in spite of the fact that the California apricot crop promises to be big, the pear crop large, and the peach crop expected to be a record. What the canners are willing to pay, the evaporators will have to pay. Asparagus canners claim that they are not doing well for themselves at the prices they have to pay, so it would certainly seem that 1919 is without doubt the fruit farmers' year. It is expected that on canned peaches, for instance, a good pack will command for 2½s about \$1 per case higher than last year's prices.

How to Handle Accounts Receivable

Greater Accuracy Obtainable With Fewer Motions and Less Work—Scrutinizing the Actual Work of Accounts

By HENRY JOHNSON, Jr.

A CORRESPONDENT brings up a question the solution of which may lead to the elimination of much lost motion in accounting with greater practical accuracy. That is, provided the keepers of bigger businesses than mine agree that my way is adaptable to their needs. Here is the problem.

Dear Sir:—In my system of bookkeeping, in figuring up a month's total of "charge sales," I include the figure of "cash loans" to customers, that is, whenever I loan a customer \$5 that charge is debited against his account in petty ledger and is carried along with the total of his account for that month. Then, in arriving at the "charge sales" figure, I simply take the total of the balance shown in petty ledger at end of month, deducting, of course, the balance carried over from the preceding month. This "charge sales" figure is then carried from my Journal and debited to "Accounts receivable" and credited to "Merchandise." Also, on my Cash book I have a separate item "Cash Loans to Customers" showing the amount of money paid out in this way. This figure is posted from Cash book to Ledger as debit to "Accounts Receivable" also. From this you will see that I have made a double debit against "Accounts Receivable" of the amount of my cash loans (one from Cash book and one from Journal, the latter being included in "charge sales" figure). My practice has been in the past to correct this at the end of the year by crediting "Accounts Receivable" and debiting "Merchandise" with the amount of cash loans. However, this year I find that my General Ledger balance of Accounts Receivable checks almost to the dollar with actual outstanding balance on petty ledger without making this adjusting entry. Can you explain why this is, without it was due to some counter error in the entries during the year? And please also say whether the balance on my "Merchandise" account should not be right, so long as the "Accounts Receivable" balance is correct. That is, if one is right, the other must be right. I shall appreciate it very much if you can enlighten me on this point.

Maybe I should be brave enough not to sidestep such an inquiry, but even so, I do not know that I should be more than guessing if I did not, so I shall do it. When accounts do not balance as, according to all rules, they should. I know of only one way to reach the trouble. That is, to check back with an adding machine until the trouble is located. So I must decline to try to say off-hand whether the correctness of Accounts Receivable establishes the cor-

rectness of the Merchandise account. The lack of balance may be due to something entirely foreign to the account adversely affected, the similarity of amount being merely coincidental

Why Have the Account at All?

But I can say this: That I cannot see the use of having any Accounts Receivable account at all. A generation ago my father used to struggle with it. After he died, I tried it for a while. I never knew it to balance with the inventory of the accounts themselves. It only reached a rough approximation. Yet it took a lot of work, in those days before machine bookkeeping was thought of. So I cut loose and dropped it. I adopted a plan which, for any number of reasons, I think superior, and which I believe is adaptable to any except the very largest businesses. I can understand how a merchant who sells \$1,000,000 a year or more, who has a corps of accountants, each of whom specializes on some branches of the bookkeeping, and who wants to know daily where he stands, should wish to carry that account. But for any smaller man, and, in certain lines, for any man at all, I believe the account is superfluous, except for the absorption of time and grey matter.

From the time I discontinued the Accounts Receivable account I treated merchandise sold on credit as merchandise still on hand. At inventory time the entry to credit of Merchandise would read:

Stock on hand	\$4,200.00
Accts. outstanding ..	\$2,400.00
Less 10 per cent. ..	240.00
	<hr/> 2,160.00
	\$6,360.00

Inventory produced the first figure. It produced the second also, but by a method I like to tell about every chance I get, because I think it is something no merchant can know too intimately, too thoroughly, or from too many angles.

First, my accounts were taken individually, cast up and valued as accurately as my most conscientious estimate of what I could expect to get out of them enabled me to value them. I used to think of them as belonging to some other merchant, and that I was merely an estimator of the value of his assets. So my figures were very conservative. Many a time I have marked an account zero, which later has paid 100 per cent., but that offset others on which I estimated 40 per cent. and which paid nothing at all. Then, after the items were boiled down in this way, I carried

the total to the Ledger, as shown, and took off a blanket 10 per cent. for extra good measure.

I like this system, not only because it saves time, but because it puts accounts outstanding on a plane with stock on hand. No man can follow such a system very long without asking himself whether his outstanding accounts deserve to be put in on a par with merchandise in his store. If he asks himself that question and the answer comes to him that they do not so deserve, what is the inevitable conclusion? Surely that he must make them deserving of that place and par.

What Are Accounts Worth?

Such process of squeezing all water out of outstanding bills and then questioning their tangible value is bound to make any merchant more cautious about extending credit. If he is going to count on a certain asset in his accounts, he must know that it is reasonably worth the figure at which he inventories it. He is then going to scrutinize every applicant more carefully and watch those on his books more keenly every passing week. It was so with me, and the result was that my accounts proved to be nearly 98 per cent. good.

The process of charging for money loaned under this system is very simple. It is charged against the customer just like merchandise, and a paid out slip for the amount is put into the register. At the end of the day that item is run into the petty purchases of merchandise and so gets into the merchandise purchases along with butter, eggs, etc.

As accounts are paid, the sums thus obtained are rung into the register along with cash sales, so in this way the total cash receipts, unless for some odd item which can be cared for according to its character, become sales of goods eventually. At the same time, every account can be ascertained in short order, especially with the modern accounting machinery now commonly in use. My correspondent can tell exactly how much he has outstanding from his petty ledger at any time. There need be no objection, of course, to keeping a current memo of bills outstanding, but it will save much time and obviate a lot of bookkeeping if that account be kept merely as an approximate memorandum, and not relied on as an integral part of the system.

I fear I have not said much of value, but shall be pleased if others will express their views, for the general good.

Continued on page 51

Montreal Confident—Takes No Chances

Strike Epidemic Will be Limited Here, it is Thought—General Sympathetic Attitude Unlikely—Grocers' Buying Has Not Been Abnormal

IN spite of the fact that the riot insurance companies have been doing a tremendous business, totalling, it is estimated, upwards of twenty million dollars, Montreal faces the possibility of a strike with decided calmness. Many of her grocery distributors scout the very suggestion of a big general strike materializing, and in support of their belief, they cite the fact that Montreal has been going about her work in the same methodical manner as has obtained for months past. There has been no apparent rush, no uneasiness in a big way, and nothing of the sort is anticipated. Business is and has been good, and there is evidence of stability continuing.

In speaking with some men of the wholesalers of Montreal, CANADIAN GROCER was impressed with the unanimity of expression regarding the soundness of conditions in the city.

Zephirin Hebert, president of Hudon, Hebert and Co., Ltd., wholesale grocers, asked as to the trend of buying on the part of retailers, stated that there had been a better buying spirit of late, but this has been due to a changed sentiment of the retailer regarding the possibility of declines developing. "For the past two months business has been much better and the merchant has had more confidence," said Mr. Hebert. "The trade realizes that prices are bound to continue on a firm basis and he is not afraid when he knows that he can realize his own profits."

Mr. Hebert, asked as to his views regarding strike troubles, expressed his belief that there will be no general strike, even though some difficulties might come. These, he believed, would be of a very restricted character. His advice to his clients had been that of anticipating one's needs in a sane and reasonable way. Shipping problems might arise in the nature of events, and it would not be amiss for the dealer to weigh his requirements and provide himself with requisite merchandise needed by his trade. But as to stocking up more heavily in anticipation of a big general walk out, is something that Mr. Hebert has not found to manifest itself to any extent, if at all.

J. Z. Langevin, sales manager of Laporte, Martin, Ltd., Montreal, said: "I do not think that the Ontario strike will have any effect here. Business is good, but there is no indication of grocers stocking up heavily because of expected trouble, nor do we expect anything of the kind."

Mr. Johnston, of Herron-LeBlanc, Ltd., wholesale spices, thinks that there is not the slightest indication of trouble in the way of a large strike developing in Montreal. "The preponderance of better judgment would discountenance anything of this nature," sizes up Mr. Johnston's viewpoint. Buying has been better of

late, but this has been due more, Mr. Johnston said, to the possible scarcity of some lines by stimulated and heavier buying at outside points.

E. C. Locas, of Z. Limoges, Reg'd., thinks that the strike troubles that may develop will be minor ones. He feels that the strikes both in Toronto and Winnipeg may not have been so far-reaching as reports would indicate.

Harper R. Gray, manager Gunn, Langlois & Co., Ltd., wholesale produce, stated that there had been no stimulated buying which would indicate a stocking up in their lines against possible shortages from a strike. There was some dissatisfaction here and there but the married men in particular were little inclined to lend themselves to strike movements and were quite content in the majority of cases.

Altogether there appears to be a good healthy tone to business in Montreal, and a sane and forward policy is, as far as can be gathered, directing the buying tendencies of the trade.

EARLY CLOSING BY-LAW WILL SOON BE EFFECTIVE

The City Council of Toronto at their fortnightly meeting this week, following much discussion, passed a by-law enabling the early closing of grocery and fruit stores, to go into effect on the presentation of sufficiently signed petitions. W. C. Miller, secretary of the Retail Merchants' Association, stated to CANADIAN GROCER that the petitions necessary are already sufficiently signed, and will be filed with the City Clerk at once. The by-law will become effective thirty days from the presentation to the Board of Control. The council chamber at the City Hall was

packed with both the supporters of the by-law and also by those against it. Representatives of fruit men opposed to the measure pointed out that with such a law, much waste would result during the summer months, as a great deal of the fruit came in between two and five o'clock in the afternoon. The secretary of the Retailers' Association, however, asserted that grocers and fruit-crers were now providing themselves with cold storage equipment that enables them to keep fruit over night without spoiling. It can even be kept over the week-end, so there will be no loss from this source. Mr. Miller also stated that the petitions represented 84 per cent. of the combined strength of the grocers and fruit dealers.

Proceedings from now on in connection with the making of the early closing by-law effective will be clear sailing, and this measure, so long desired by the average grocer, will soon be an accomplished fact.

GROCER FLIRTS WITH JOHN BARLEYCORN

John Olivastri, who conducts a small grocery in the outskirts of Midland, Ont., was recently fined \$300 and costs for his connection with a still located near Penetang. The Italian in charge of operations, which were on an extensive scale, as the still was capable of producing 60 gallons a day, was sent down for six months.

GENERAL STORE STOCK A TOTAL LOSS

The general store of Pellon & McMeekin, at Hazel, three miles from Hearst, on the Grand Trunk Pacific Railway, was completely destroyed by fire Wednesday, the loss on building and contents being about \$17,000. Owing to the exceedingly high insurance rates because of the frequent danger of forest fires in the far north, no insurance was carried, and the loss will be a total one.

Foresee Big Demand For Beans

Opening Markets in Europe and Asia Promise Big Outlet—Stocks in Local Centres Have Been Allowed to Decline—Probabilities Favor Advancing Prices

IT is the opinion of some well-posted bean brokers that substantial orders for bean shipments will be placed in America for shipment to Europe immediately on the conclusion of peace, or as soon thereafter as shipping space is available. The prevalent reports of surplus stocks of beans has led to a slackening of the buying movement, so that some authorities state that stocks, both in the hands of retailers and big operators, have been permitted to diminish below normal levels, and even in some cases far below.

There are still heavy stocks in California. One authority estimates that in California there are at present nine hun-

dred thousand bags of small white beans, five hundred thousand bags of large white beans, and four hundred thousand bags of pink, besides a large supply of blackeye Limas. While stocks, therefore, in some quarters, even should the above estimate be too large, are still heavy, they will have to meet a very general world demand. The cleaning up of the local markets will mean a large domestic demand, and in addition to this a very pronounced buying movement from Europe and even Oriental countries, and this may have a marked effect on the market conditions in beans in the not too distant future.

Peanuts as a Staple Food

By WALTER CHRISTMAS, Montreal

FOOD chemists say that the peanut, after the hull and brown skin have been removed, and the nut roasted, is a highly nutritious food. A five cent package of salted peanuts, for instance, is said to equal, in food value, a slice of bread and an eight ounce glass of milk.

Peanuts are grown in several of the Southern States in vast quantities, and then shipped, after the hulls have been removed, in sacks, to the various manufacturers. The price of this appetizing and wholesome food has not advanced in anything like the ratio applying to many other foods not so nutritious. The peanut, as you buy it from the vendor on the corner, is a good food, but as a rule it is not roasted as well as are the nuts which go into salted peanuts.

An Interesting Process

The making of salted peanuts, is a simple, but an interesting process. The farmer, after he has harvested and hulled the peanuts, shipped them in sacks to the manufacturer. The process of salted peanut-making begins with the roasting in enormous revolving ovens. This is a process which requires expert attention as the flavor depends upon perfect roasting. The proper time to stop the roasting process, is determined by the color of the nut, which changes with the heat.

From the roasting room, the nuts, when cold, are sent by gravity to a lower floor, where they are automatically skinned, broken apart, and the hard kernel removed. This is accomplished by a special machine, which has brushes and fans.

The nuts then drop to the floor below, where they are spread out on a moving canvas belt, on each side of which expert girls pick out those which are not perfect. Again, by gravity, the nuts are sent to the boiling room, where they are boiled and salted, so as to preserve the nut from atmospheric action.

How to Sell More Nuts

Mr. Christmas believes that the wide-awake dealer should be able to dispose of more nuts. The consumer can be appealed to through the display windows of the store, and it is a trade—that of nut selling—which can be built up extensively, if vigorously pushed.

"One man has just invested \$1,100 in a machine," said Mr. Christmas, "based on the advices I was able to give him, and this machine is now being imported from the United States. It will keep peanuts hot, and it will also pop corn. This same individual disposed of 250 pounds of salted peanuts within three days, and he made a nice profit out of them. This large amount of peanuts was sold through proper display, and I

believe that the nut trade of dealers can greatly be increased if they will give attention to displaying nuts properly in



WALTER CHRISTMAS
Montreal, who advocates window and other displays as one of best aids to the stimulation of larger nut business by the grocer.

their store windows. It is a profitable line to handle, and good displays will bring big results."

PRODUCERS SAY MOLASSES WILL STAY HIGH

"The situation on molasses is that of the producer taking the stand that he will hold at his present price until the buyer is willing to purchase."

Asked by CANADIAN GROCER as to the outlook for prices, a Montreal importer made this observation, and to it added his opinion that there would be little recession in the basis of molasses for the present. The producers in the South, this informant declared, were sure that they could hold out for the basis they are asking. "It will just remain a question as to whether the consumer will pay the price for molasses," he concluded, and in the meantime the market is very firm.

Some new crop molasses has come to hand and the jobbers state, in some cases that they are just buying as they require. It is also stated further that the old crop is pretty well cleaned up.

RETAIL CLERKS FORM UNION

A hundred and fifty retail clerks of Toronto met at the Labor Temple, Toronto, recently, and many of them joined the new union organized by W. Hoops and J. McArthur Connor. More than eighty retail clerks have joined up. Hours, wages and conditions formed the special themes of discussion.

CARLETON PLACE HAS R.M.A

Carleton Place has formed a Retail Merchants' Association with these officers; President, J. E. Bennett; first vice-president, F. C. McRostie; second vice-president, C. W. Moore; secretary, G. W. Allan; treasurer, F. A. J. Davis.

Maple Syrup Crop Below Average

Indications Point to a Loss of 3 Million Pounds in the Average Syrup and Sugar Production—Eastern Townships and North Shore of Quebec Show Marked Declines

PRESENT approximations of the quantity of maple syrup and sugar made to date indicate that the crop will this year be somewhere about three million pounds below the average. While a large part of the total supply goes into local consumption of recent years there has developed a very substantial export trade that is now quite a factor in the business. However, where the sugar is collected for export there has been a very considerable increase in the number of bushes tapped, and it is there-

fore expected that the quantity available for export will be at least as much as last year.

Even with the reported shortage, however, there is no tendency on the part of dealers to expect much higher prices than prevail at present, though some changes may become effective about June 1.

The following figures on the production of maple products for the current year was supplied by Smalls Ltd., Montreal.

Report of Canadian Products, Season 1919

Approximate Crop in Canada Following Counties.	Average Quantity	Approximate Quantity made to date	How disposed.
Beauce County	3,000,000	3,000,000	Local and Export U.S.A.
Eastern Townships	4,000,000	2,500,000	Mostly Syrup (sold local and Can. N.W.)
North Shore	2,000,000	1,000,000	Local, Montreal and Quebec.
Arthabaska	800,000	800,000	Local and Export U.S.A.
L'Islet	500,000	500,000	Local and Export U.S.A.
Montmagny	300,000	300,000	Local and Export U.S.A.
Dorchester	1,500,000	1,500,000	Local and Export U.S.A.
Megantic	500,000	500,000	Local and Export U.S.A.
Bellechas	500,000	500,000	Local and Quebec.
Maritime Provinces	350,000	350,000	Local.
Ontario	4,000,000	4,000,000	Local.
Total	17,450,000	14,950,000	

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President

H. T. HUNTER - - - - Vice-President

H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street, Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39-10th Avenue, West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of report will be sent to anyone interested.

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AN ADVERTISEMENT in a recent issue of the *Burk's Falls Arrow* of a store that advertises itself as being interested in Hardware, Furniture, Undertaking and Embalming, springs rather a surprise by inserting the following:—

"Tea—Special 5 pounds for \$2.50."

Without any wish to appear too critical, it seems just a little difficult to place this commodity in its proper department. The price would seem to suggest, however, that it belonged to one or other of the last named.

A KNOT-HOLE OUTLOOK

THE *Recorder* and *Times*, Brockville, in a recent editorial on the high food prices, is inclined to think that Mr. Thomson's efforts to sell Canadian products in the Old Country, is anything but advantageous to Canada. It reasons quite correctly that if these products were not shipped abroad, they would be cheaper at home.

It is rather pathetic to see the attitude of mind that is growing in newspaper circles, the pinch of 60-cent butter has touched the editor's table, and with more enthusiasm than judgment he starts off tilting against high prices.

The Brockville *Recorder* and *Times* is but one of many newspapers, which seem to favor the retention

of Canadian food products as a means of reducing Canada's cost of living. This viewpoint represents of course a horizon bounded by the back-yard fence, but unfortunately at the moment, all too many newspaper horizons are so bounded. Prices might well be reduced by a curtailment of foreign markets, but so would every other advantage and amenity of civilization. We travel on our railroads by virtue of British capital, and much of our modern civilization has been fostered by the same agency. A business proposition pure and simple, money against trade. But only because trade stands as a protection for this investment

Yet, there are still people, who will suggest the curtailment of markets as a way of reducing prices. They want present day comforts, and primeval prices.

LABOR MINISTER CRITICIZES RETAILERS

IN last week's issue reference was made to some uncalled for general statements of S. R. Parsons, past president of the Canadian Manufacturers' Association, in regard to retail profits.

The Fort William *Times-Journal*, Fort William, Ont., recently interviewed the Minister of Labor, Senator Gideon Robertson, on the question of the high cost of living, and Mr. Robertson has laid the blame again to retailers and jobbers. In the interview he is quoted as saying:—

"I have enough information before me now to assure myself that jobbers and retailers are the cause of the high cost of living more than wholesalers and manufacturers."

If the Minister of Labor has the information he claims to have, it is his duty to publish it and take what action he deems is necessary to curtail the profits of distributors. It is most unfair for him to make such a statement in such a general way and not back it up by actual results of his investigations.

Undoubtedly if what he claims to be "enough information" were published, it would probably merely give an opportunity to show the fallacy of the conclusion he has reached. We do not believe retail grocers as a class are making excessive profits. Competition is keen in the grocery trade to-day, just as keen as it ever was. This does not permit excessive profits. Our experience has been that grocers, if anything, are inclined to cut prices below a proper point and so to endanger their margin of profit.

It is grossly unfair for anyone, including the Minister of Labor, to criticize any class of business in this way without giving his authority for the ground on which his statements are based.

Where and When Stores Are Closing

A List of Early Closings in Towns and Cities Throughout Canada Prepared From Information Supplied by Merchants—The Growing Prevalence of the Weekly Half Holiday Demonstrated

ONTARIO

DESERONTO.—Stores close Wednesday at 12 noon, during June, July and August, and every evening except Saturday at 6 p.m. July 2 is an exception, stores remaining open until 6 p.m.

DUNDAS.—Stores close Wednesday at 12.30 p.m. all year, with exception of December, and every evening except Saturday at 6 p.m.

LAKEFIELD.—Stores close Thursday at 12.30 p.m., during June, July, August and September, and every evening except Wednesday and Saturday at 6 p.m.

PORT STANLEY.—No half holiday. Most stores close every evening except Saturday at 6 p.m.

PRESCOTT.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 7 p.m.

PRESTON.—Stores close Wednesday noon.

RICHMOND.—No half holiday. Stores close nightly except Saturday at 6 p.m.

RIDGETOWN.—Stores close Wednesday noon, May to August inclusive, and Monday, Wednesday, and Friday at 6 p.m.

RIDGEWAY.—Stores close Wednesday May to August inclusive.

RODNEY.—Stores close Friday 1 p.m.

SARNIA.—Stores close Wednesday 1 p.m., May to September inclusive, and nightly except Saturday at 6 p.m.

SAULT STE. MARIE.—Stores close Wednesday noon, May to end of August, and every evening except Saturday at 6 p.m.

SCOTLAND.—Stores close 12 o'clock Thursday afternoons, June, July and August.

SEAFORTH.—Stores close Wednesday, 12.30 p.m., May to August inclusive, and nightly except Saturday at 7 p.m.

SHELBURNE.—Stores close Thursday noon June 1 to September 14, and nightly except Saturday at 6 p.m.

SIMCOE.—Stores close Thursday noon, and nightly except Saturday at 7 p.m.

SIOUX LOOKOUT.—Stores close Wednesday at 1 p.m. from May to September inclusive, and every evening except Saturday at 7 p.m.

SMITHS FALLS.—No half holiday. Stores close Monday, Wednesday and Friday at 6 p.m.

SPRINGFIELD.—Stores close Wednesday noon, June, July and August, and Friday evening at 6.30 p.m.

STAYNER.—Stores close Thursday at noon during June, July and August, and every evening except Saturday at 6 p.m.

STRATFORD.—Stores close Wednesday, 12.30 p.m., May 14 to September 15 inclusive, and every evening except Saturday at 6 p.m.

STURGEON FALLS.—Stores close nightly at 6 p.m., except Monday 9 p.m. and Saturday.

ST. CATHARINES.—Stores close Wednesday noon; grocers and butchers the year round, others May to September inclusive, and evenings except Saturday at 6 p.m.

ST. MARYS.—Stores close Wednesday, 12.30 p.m., June, July and August, and nightly except Saturday at 6.30 p.m.

ST. THOMAS.—Stores close Wednesday, 1 p.m., May to October inclusive, hardware stores July and August, and evenings, except Saturday, at 7 p.m.

STOUFFVILLE.—Stores close Friday 12.30 p.m., May to November, and Monday, Wednesday and Friday evenings throughout the year at 6.30 p.m.

TEETERVILLE.—Stores close 12 o'clock Thursday afternoons, June, July and August.

TILBURY.—Stores close Thursday noon June, July and August, and every night except Wednesday and Saturday at 6 p.m., Wednesday and Saturday at midnight.

TILLSONBURG.—Stores close Wednesday noon May to September inclusive, and nightly except Saturday at 6 p.m.

TROUT CREEK.—No half holiday. Stores close nightly except Saturday at 6 p.m.

TOTTENHAM.—No holiday. Stores close Monday, Wednesday and Friday at 6 p.m.

TWEED.—Stores close Wednesday, 12.30 p.m., June, July and August, and nightly except Saturday at 7 p.m.

THAMESVILLE.—Stores close Wednesday noon, May 1 to September 1, and nightly except Friday and Saturday.

VANESSA.—Stores close 12 o'clock Thursday afternoons, June, July and August.

WATERFORD.—Stores close Wednesday, 1 p.m., June, July and August, and every evening except Wednesday and Saturday.

WATERLOO.—Stores close Wednesday noon, June 1 to October 1, and nightly except Saturday at 6.30 p.m.

WELLAND.—Stores close Wednesday noon, May to October, and nightly except Saturday at 6 p.m.

WHITBY.—Stores close Wednesday, 1 p.m., May to September inclusive, and nightly except Saturday at 6.30 p.m.

WILSONVILLE.—Stores close 12 o'clock Thursday afternoons, June, July and August.

WINCHESTER.—No half holiday. Stores close Monday, Wednesday and Friday at 6 p.m., new time.

WINDHAM CENTRE.—Stores close 12 o'clock Thursday afternoons, June, July and August.

WINDSOR.—Stores close Thursday at 1 p.m., May to September inclusive, and nightly except Saturday at 6.30 p.m.

WOODSTOCK.—Stores close Wednesday, 12.30 p.m., June, July and August, and every evening except Saturday at 6 p.m.

WEST LORNE.—Stores close Friday noon May to September.

ZURICH.—Stores close Wednesday noon.

BRITISH COLUMBIA

COQUITLAND.—Stores close Wednesday at 12.30 p.m. throughout year, and every evening except Saturday at 6 p.m.

CUMBERLAND.—Stores close Wednesday at 12.30 p.m. throughout year, and every evening except Saturday.

FERNIE, B.C.—Stores close Wednesday at 1 p.m. all year, and every evening at 5 p.m., except Saturday when they are open until 9.30 p.m.

PRINCE RUPERT.—Stores close Wednesday at 1 p.m. throughout year, and every evening except Saturday at 6 p.m.

ALBERTA

FORT SASKATCHEWAN.—No half holiday. Stores close every evening except Saturdays and days preceding holidays at 6 p.m.

GRANDE PRAIRIE.—No half holiday. Stores open until 10 p.m. evenings.

SASKATCHEWAN

GULL LAKE.—Not decided on half holiday yet. Stores close every evening except Saturday and days preceding holidays at 6 p.m.

INDIAN HEAD.—Stores close Thursday noon from May 1 to August 15, and every evening except Saturday at 6 p.m.

LLOYDMINSTER.—No half holiday. Stores close every evening except Saturday at 6 p.m.

MELFORT.—No half holiday. Stores close every evening except Saturday at 6 p.m.

YORKTON.—Stores close Wednesday at 12.30, and every evening except Saturday at 6 p.m.

MANITOBA

CRYSTAL CITY.—No half holiday. Stores close every evening except Saturday at 6 p.m.

HAMIOTA.—Stores close Thursday at 12 noon, from May 15 to August 15, and every evening at 7 p.m.

MELITA.—Stores close Wednesday at 12 noon during May, June, July and August, and every evening except Saturday at 6 p.m.

RESTON.—Stores close Thursday at 1 p.m. during June and July, and every evening except Saturday at 6.30 p.m.

WINNIPEG.—Larger hardware and department stores close Saturday at 1 p.m. Grocery stores at 1 p.m. Wednesday, and every evening at 6 p.m.

Continued on page 51

Discrimination a Factor in Cigar Sales

Where the Dealer Selects
He Automatically
Sells Special
Brands

SELLING cigars in a grocery store presents certain conditions that do not prevail to the same extent in any other commodity.

It is probable that the habit of buying a certain grade of cigar is stronger than the habit of buying any other line of goods. It is a fact, too, that the suggestion to purchase some particular grade of cigars very frequently comes from a friend of the purchaser who has convinced himself of their value. But, on the other hand, the merchant who in the nature of things cannot stock very heavily of these various brands owing to limitations of space, does by featuring comparatively few lines tacitly put all his selling force behind these lines, as opposed to the hundred and one brands that may have been given greater or at least equal publicity.

Beauvais & Lalonde, St. James Street, Montreal, make a practice of displaying their cigars near the door. "This has been a great factor," Mr. Lalonde stated, "in interesting the smoker." A small silent salesman is used, the lower half being devoted to tobaccos and the top to the display of the various lines of cigars sold by the store. "The bulk of our sales," said Mr. Lalonde, "are made in — and — brands, the bulk of the sale being in the better grade line. Both these lines show us a good profit and we are satisfied to sell them, otherwise they would not have been stocked. Unquestionably some men come in and ask for a — cigar, and it would be a mistake to try to sell such a man anything else at any price, even if it did represent a better value to him. There is not much chance," stated Mr. Lalonde, "to do much in the way of influencing sales with these old smokers. A particular brand has become a habit rather than a taste with them, and an infinitely superior brand might not satisfy them as well."

A New Class of Purchasers Daily
"But, while the hardened smoker," continued Mr. Lalonde, "will not be readily influenced, there are new smokers growing up every day with unformed tastes, and these are ready and eager for a suggestion. They will come into a store and ask for a mild cigar naming a price more likely than a brand. This is the grocer's opportunity. He is the inaugurator of the habit that may make that man a user of this certain brand for a lifetime, and, therefore, is a potent factor in sales. The more extensive a display this grocer was able to make the more likely he was to influence sales."

E. A. Brais, 1506 Park Ave., Montreal, states that the bulk of his business has been in three brands of cigars; these he stocks in about equal quantities. "There

The dealer in many instances not only makes a sale, but inaugurates a habit, that may be the habit of years, and that consequently represents not a transaction of a few cents, but that transaction multiplied by a multitude of other purchases induced by this original suggestion. It is hard to limit the scope of a selling suggestion. This article on cigars illustrates this point very clearly.

are cigar stores near me," stated Mr. Brais, "that, of course, carry more extensive lines, but we have limited ourselves practically to these three brands and have found that despite the proximity of other stores we can sell one or other of these brands to anyone interested in cigars. A few brands of cigars serve the purposes of our trade quite well. If we had more room we might enlarge our selection, but as it is we do not find that we lose any trade."

A. Bastien, of 1145 Laurier Ave. W., Montreal, has built up a nice little business in cigars by using a small case fitted with moisteners and located right at the door. He has found that by careful handling of these goods he has been able to get a hold on the new trade coming to the store.

It may appear that in these cases the grocer is not exerting a very decided influence on the trade. In this series of articles stress has been laid, on various occasions, on the actual decisive campaign of the grocer to sell certain lines. In these cases there is introduced the almost equally decisive force of elimination.

Judging Between Brands

There are hundreds of brands of cigars available, any one of which may be in demand. Of these the grocer, using his best judgment as to the matter of quality, ease of sale and possible profit to himself, chooses two or three brands. By this process of elimination he automatically becomes a salesman of these particular brands. Every customer who enters the store will have these goods shown to him. The hardened smokers not finding their familiar brand there may go elsewhere, but the young smoker and the man of no settled taste, will take what is offered, and will be sold these goods simply because the merchant decided to stock them.

A Reason for Featuring

P. J. Girard, Richmond, Que., sells three brands of cigars, but finds that the bulk of his trade is in two lines. This has been the case for the past ten years, he states, and he is firmly of the opinion that the fact that he has stocked and suggested these lines has accounted for a growing demand. He finds now that many of his customers ask regularly for

Dealers Create Customers—
First Few Suggestions
May Decide All
Purchases

these brands which he originally suggested to them. One of these three lines he gives special attention, because it is made in the Eastern Townships, and, as Mr. Girard believes, justified a little preference on that account, and because in buying in case lots he is able to get a special figure. This would be practically impossible were even the three brands stocked in equal quantities. Mr. Girard gives as his reason for stocking these three brands that they are the best for the price.

The Lea Store, Simcoe, Ont., has a very special cigar department, and handles practically all brands. "The bulk of the sales, Mr. Lea states, are in — and have been for quite a number of years. It is hard to get away from settled habits, especially in smoking, but whenever the opportunity presents itself, and that occurs frequently enough, we suggest — because we believe that it is the best value for the money, and at the same time shows us a better profit."

OTTAWA GROCERS ADOPT EXCHANGE MART SYSTEM

There are always certain lines in which the grocer may become overstocked. This does not mean that the goods are unsaleable, but merely that for some reason or other the grocer has overestimated his requirements. Ottawa retail merchants have inaugurated an interesting movement for overcoming this difficulty in the adoption of an exchange mart.

At the back of this scheme is the theory of probabilities, that the overstocking will be in different commodities in different stores, and that dealer A may be short of the very commodity in which dealer B happens to be overstocked. By the adoption of this special market system it is possible to make an adjustment of stocks that it is believed will prove a safeguard for the whole trade. There has hardly been time as yet to judge of the effectiveness of this new scheme, but merchants speak enthusiastically of it to date.

HEINZ COMPANY PURCHASES NEW TORONTO PLANT

H. J. Heinz Co., Ltd., manufacturers of pickles, sauces, etc., have purchased the plant of the Caldwell Cider Co., at New Toronto. It will be used for some branch of their manufacturing business, but just what it will be is not known at the present time. It has been stated, but not authoritatively, that the company will manufacture vinegar, putting it up in bottles for the Canadian market.

THE CLERKS' DEPARTMENT

Considers Clerks Valued Employees

Assist in Store Campaigns in Advertising and Display— Not Merely Order Takers

THE day has come when the clerk who has centred his attention upon the work in hand is being recognized as a real factor in the sales plan of every modern store, none the less in the grocery store of progress.

The Paquet Co., of Quebec, believes that much assistance may be secured from the clerks in making up advertising from week to week. "We ask the different clerks for suggestions right along," said Mr. Dubuc, the grocery department manager, to CANADIAN GROCER. "It is they who are closely in touch with the customer. 'What results did you have last week in selling tea, coffee, etc.,' is one of our questions to them. And when we get their answer we know what to emphasize in the advertising to follow."

Mr. Dubuc believes that, among the clerks which one has to employ, there are many real salesmen. It is true, there are some who are not live wire salesmen, but many are anything but mere order takers.

"We believe in keeping in close touch with the clerk," continued Mr. Dubuc. "The clerk is a salesman, and valuable to the store in many ways. He will suggest new lines for instance, when a customer comes in with a list, and can increase sales greatly by taking an interest and telling the merits of new goods that we have. It may be some fresh fruit or vegetables, or other lines. The customer will also appreciate this interest."

"For merely taking orders, we can use inexpensive help, girls can do this quite as well as anyone else. But to make sales of lines that are not asked for is the work of the salesman, and he can be a big factor in creating new business."

Since knowledge is power, all can learn something new each day. In the grocery business there is much to be learned. To be a first-class, well-informed grocery clerk means close application. For a knowledge of values and not a smattering of primary facts is what the twentieth-century clerk must have. The possession of this knowledge and the application of it at the right time, and in the right place, will bulk large in recommending its possessor to a larger salary. Associated with an appreciative employer, the clerk who has knowledge of values, a right sense of proportion, initiative and aggressiveness, has a future that little else without it

could possibly guarantee. Be your own destiny maker by mapping out for yourself the course you will follow.

WHY NOT BOOST THE AVERAGE SALE?

The clerk who can increase the business of the store is the clerk, obviously, who is of value to that store. He may be able to do it by getting new customers. But new customers do not come every day. There is another means however, that of increasing the sales per customer.

There are probably few clerks who know to a nicety the value of the average sale per customer per day. Some may have an approximate idea. But it is the exact and not the approximate knowledge we have in mind.

To acquire this knowledge ought not to be difficult. From the cash register knowledge could be acquired as far as the cash sales are concerned. In the absence of a cash register a pencil and pad could be made to serve the purpose,

while the books would supply the information regarding the credit sales.

Of course it would not be worth while to go to the trouble of acquiring knowledge regarding the average sale per customer unless it was to be utilized for the benefit of the business.

But why should it not be so utilized? Why, for example, should it not, after the experiment had been carried on, say for a week or a month, be made to serve as a stimulus for increasing the average sale per customer? That it could be made to serve such a purpose there can be no doubt.

The probability of the results warrants the venture.

LINDSAY THE SCENE OF BURGLARIES

Tressider's grocery store, Lindsay, Ont., was entered Saturday night and large quantities of canned goods, butter, cakes, etc., were stolen. A number of other robberies have occurred in Lindsay lately.

ITALIAN MERCHANT OF THOROLD, ONT., SHOT

Pasquale Catalano, Italian merchant, of Thorold, Ont., was shot and mortally wounded on Sunday night last at the rear of A. R. Deconza's store, 95 Geneva Street, St. Catharines, Ont.

KNOWING WHEN TO PUSH THE GOODS

By ROSE BAKER, Ottawa.

WE had got a lot of pickles in, (27 dozens), so naturally I fixed a window display of pickles, with a placard marked thus:

Mixed Pickles, Brand ..
Manufactured by the C....Co. ...
Toronto, Ont.
15 Cents

Whenever any person came in, after buying the ordinary run of goods, I picked up a bottle of pickles and discoursed on their value and reliability. One day a woman came in, one of those difficult and hard-to-please customers. "I see you have a lot of pickles in," she said. Yes, I answered, quite a few. Had I suggested her buying one then, I am sure she would have refused. I waited. She had given her order and was just going out when I picked up a bottle of pickles and immediately started on the praise-it-up line. After thinking awhile she said, "Oh, I guess you can send a couple along." So knowing just when

to say a thing counts too, doesn't it? I find that on an average I have sold from 5 to 6 dozen bottles per week. We were soon sold out of same pickles.

As for the clerk being a real salesman, just handing the goods across the counter does not count. You must talk, you must be prepared to answer their every question, and be able to convince them as to the goods you are selling. Sometimes on going into a large department store, you see clerks everywhere, eager to wait on you. But, do they do it properly, do they exclaim, do they win your confidence? No, very often they don't. Mere babble, or learnt-by-heart stuff does not count. You must give them common, every-day, talk with reason. Sometimes a person enters a store, undecided as to what to buy, oftentimes a suggestion from the clerk helps towards making a large sale, and as the efficiency of a good clerk is based on the amount of sales he makes, he must be quick, tidy, neat, willing and not afraid to work

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

The Retail Merchants' Association of Digby, N.S., has gone on record as being strongly opposed to any curtailment in the sale of oleomargarine in Canada, and a telegram to this effect has been forwarded to Ottawa.

Application for permission to build a large warehouse beside the railway tracks at the foot of Quinpool Road, Halifax, is believed there to be made on behalf of the Robt. Simpson Co., Ltd., Toronto. The action of the T. Eaton Co., in undertaking the erection of a big distributing warehouse in Moncton, N.B., has led to the expectation that other mail order houses might follow the same example in order to cater to their trade in the Maritime Provinces.

Several changes in the retail grocery situation have developed in the vicinity of Hampton, Kings County, N.B., recently. For a short time there was only one store to cater to the entire surrounding district, but soon two other stores opened up, one of which has since closed, while the other is going strong. More recently Henry Sharp has opened a retail grocery and John L. Coleman a meat and provision store at Hampton Station, and William Pickett and Herbert Wannawaker each have opened groceries at Nauwigewauk, which formerly depended on Hampton for supplies. The latest addition to the stores is the announced re-opening of the G. C. Flewwelling Co., Ltd., stores at Hampton Village, which were closed when the firm sold out their lumber mills. J. Edgar, of Kars, has purchased the store buildings and is stocking up preparatory to opening in the near future.

QUEBEC

Joseph Martel, general merchant, Vaudreuil, is dead.

J. W. Hennessy, of the Coulonge Supply Co., general store, Fort Coulonge, is dead.

The National Commercial Co., of Montreal, incorporates under Federal charter at \$50,000.

Commercial Community Co., Montreal, with a capital of \$100,000, has been granted incorporation.

Sinderfiba Barrel & Box Co., Montreal, have secured Federal incorporation, with a capital of \$200,000.

Z. Limoges & Co., Montreal, are granted incorporation by the Federal Government. The capital is \$300,000.

Canadian Sinderfiba Container Co., Montreal, are incorporated under charter at \$100,000.

National Abattoirs, Point-au-Trembles, have been granted incorporation, with a capital of \$199,000.

Place Viger Terminal Cold Storage

Co., Ltd., Montreal, have incorporated under a capital of \$1,000,000. It is their intention to erect a cold storage plant on Notre Dame Street, near the Place Viger station.

Flight Cadet Victor H. Turton, Royal Air Force, is calling upon the Montreal trade in the interests of his father, Jno. E. Turton, wholesale grocery broker.

Forbes Bros., wholesale grocers, Montreal, have dissolved partnership, Geo. E. Forbes continuing under the same name.

ONTARIO BUSINESS CHANGES

Mrs. C. Catchpole, Toronto, has sold to F. Ellis.

M. Miller, Toronto, has been succeeded by D. Gaylor.

Chas. A. Campbell, grocer, butcher, St. Thomas, is dead.

Jos. Patterson, grocer, Toronto, has sold to Alfred L. Reeve.

Milno Tosick, grocer, Toronto, has sold to Sam McMillan.

H. T. Etwell, 1129 Main Street, Hamilton, Ont., has sold his business to J. Curry.

E. McHutcheson, 146 Kenilworth Ave., Hamilton, Ont., is just opening a grocery store.

David Panbaker, Hespeler, has purchased the Valley Grocery from Mrs. Watson, and takes possession at once.

The store of R. Coyle & Co., Colborne, was entered by burglars recently and a considerable quantity of goods stolen.

Wm. Bridgewood, James Street, Hamilton, has just added a large new stock of groceries with his butcher business.

Berman and Morris have taken over the stock of H. Lisk, Golden Lake, and will carry on a general store business.

Phillip Dunn has disposed of his grocery business at Summerville, Ont., and is now making his home in Streetsville.

C. R. Losley, formerly traveller for Bristol, Summerville & Co., Hamilton, has opened a new grocery store at Bartonville, Ont., with a complete new stock of groceries, provisions, and fresh meat.

L. Dowdy, 1363 Cannon Street East, Hamilton, Ont., has purchased the grocery business formerly conducted by P. Harding, Hamilton.

Contracts have been let for an addition to the R. M. Ballantyne plant, Stratford. The addition is to be a two-storey brick building with basement and the contract calls for its completion by September 30.

Charles R. Furness, who was a traveller for a number of years in the Hamilton and Niagara district for Red Rose Tea Co., has returned home after many months at the front. Mr. Furness enlisted in 1915. He has a large number of friends in the trade who will be very glad

to see him back on the job again, as he expects to be in a short time.

John McDonald, Church Street, Picton, Ont., has added a meat department in a store immediately adjoining his present premises.

Miss Kathleen Bedard, of No. 1 Williams' Cash and Carry Store, Sarnia, Ont., is in charge of No. 3 store, North Christina Street, succeeding Miss Myrtle Mitchell.

Burglars recently effected an entrance to the residence of Robert Coyle, general merchant, of Colborne, and stole \$3,012. Mr. Coyle was in the habit of cashing cheques for farmers after banking hours, which accounts for the large amount in his pockets. No trace of the thief has been found.

G. D. Moore's general store, Black's Corners, Ont., was destroyed by fire recently. The fire had made considerable headway before being discovered and it was possible to save only a small portion of the contents of the building. There was a small insurance on the stock and an insurance of \$1,000 on the building.

A. M. Schlarbaum, for a number of years chief clerk in John Sloan's store at Galt, has now a business of his own, having opened up a store on Queen's Square, just over the Main street bridge. He has installed the most modern fixtures and carries a full grocery stock.

The "Cash and Carry" system is gaining in popularity with Galt grocers. This system was introduced here by J. Dickson, formerly manager of the Co-operative Store and who now has a business of his own on Water street south, and is meeting with great success. A number of the outlying stores have adopted the "Cash and Carry" system, as also has the Wm. Davies Co. branch here.

OTTAWA GROCERS HEAR HOW BY-LAW WILL BE ENFORCED

At a recent meeting of the grocers' section of the Retail Merchants' Association the report of the committee who were to look into the enforcement of the early closing by-law was received. They had made inquiries of the proper authorities and had their assurance that the law would be enforced in the future. A number of those present at the meeting remarked that the sales on Friday, May 23, were the largest that they had known since they entered business. The exchange that they propose to operate among themselves, whereby a grocer who is overstocked with one line of goods can find out if another is in need of that particular line, was started and proved a great success.

RENFREW, ONT., R.M.A. HOLDS COUNTY CONVENTION

The Renfrew Retail Merchants' Association, at its annual meeting, endorsed a half holiday for that town on Wednesday afternoon, during June, July and August. It was also decided to hold a county convention there on Wednesday, June 2, with a banquet in the evening at the Hotel Renfrew.

BROCKVILLE COMMERCIAL TRAVELLERS HOLD DANCE

The Brockville Commercial Travellers' Association gave a dance in honor of its friends recently at the Victoria Hall, Brockville, Ont. It was a most successful affair in every way.

CHATHAM, ONT., RETAILERS TO HOLD PICNIC

The Retail Merchants' Association, of Chatham, Ont., at their meeting recently, unanimously passed a resolution setting aside Thursday, July 10, as a holiday and specifying that if it is possible to secure a suitable boat for the day, that an excursion be run to Walpole Island, and if a boat is not available the picnic be held at Government Park.

The following committees were named to make the necessary arrangements, the first named to be the chairman of the committee: trip arrangements, E. Wanless, H. G. Hodges and S. Stone; publicity and printing, E. G. Gammage, H. Mounteer and E. White; refreshment, A. Sterling, C. R. Stevenson and W. J. Easton; sports, E. C. Brisco, B. F. Brown and E. E. Edgett; prizes, C. Austin, W. Foreman, N. Bilskey, A. C. Trudell and R. Boyes.

President Wanless reported that as a result of Organizer Newton's visit to the city last week about 16 new members were added to the organization.

L. H. Veale addressed the meeting on behalf of the retail clerks, asking that the weekly half holiday be extended to include the Thursdays of September. He stated that the clerks desired the half holidays to extend from the first of May until the last of September.

ARE AGENTS FOR THE BEACON MATCHES

Watson Stalker Ltd., Front St. East., Toronto, have secured the selling rights of the entire output of the Beacon Match Co., at Deseronto, Ont. The Beacon Match Co. some time ago purchased the plant from the Rathbun Match Co. Operations have not commenced yet, but the Beacon matches, it is stated, should be on the market at an early rate.

FRUIT AND RESTAURANT TRADES

Vancouver, May 31.—It is reported that conditions are now good in Greece for all kinds of business, so good in fact that the Greeks from here are slipping back home every week. A party of twenty-five left last week, and more are preparing to follow. Should the exodus continue, the effect will be noticeable in the fruit and restaurant trade, as these businesses are almost entirely in the hands of the Greeks.

CHANGE IN FISH HANDLING FIRM

Matthews & Scott have succeeded the Leonard Fisheries, Ltd., at Canso, N.S. Some time ago the Leonard Fisheries succeeded the aforementioned firm, and the present change is a return to the old order. It is understood that the Leonard Fisheries, Ltd., will also operate a fish plant at Canso.

VALUABLE SALT FROM LAKE MANITOU

Few people of Western Canada realize that there is located in the Province of Saskatchewan, an asset of great value from a commercial and a health standpoint. This asset is in the form of a lake known as Lake Manitou, and in the respect that it contains one of the finest saline compounds of any waters in the world, it is of even greater value to Canada than are the famous Carlsbad waters to Austria. As in the latter case, the waters of Lake Manitou are under Government control, and baths are being operated for the cure of rheumatism, etc.

The valuable salt solution is taken from the lake waters by evaporators, though large quantities of salt are also washed up on the beach in the fall when cold weather causes some precipitation. Lake Manitou contains twelve different kinds of salts, whereas the Carlsbad waters contain only eight kinds. The waters of Lake Manitou have always been at the same level. There is no inlet or outlet to the lake, it being fed from underground.

TEA CONSUMPTION IN 1918

The following are the importations of tea, taken out of bond and consequently consumed in the country, so far as figures are collated. Statistics are issued about seven weeks later than current dates:

1918: August, 953,627 pounds; September, 833,103 pounds; October, 1,338,695 pounds; November, 1,136,160 pounds; December, 1,028,260 pounds.

Yearly statistics are as follow: 1916, 25,678,103 pounds; 1917, 39,894,438 pounds; 1918, 11,524,893 pounds.

The large import in 1917 was in anticipation of the war tax. It was in vain, as it was ruled that all tea in stock in excess of 1,000 pounds had to pay the tax.

W. Hanna & Co., general merchants, Port Carling, Muskoka Lakes, Ont., write:—"We value CANADIAN GROCER and HARDWARE AND METAL very highly and do not see how we could get along without them. The market reports and forecasts are alone worth the subscription price."

NEW GOODS

The Consolidated Whaling Corporation, Ltd., Victoria, B.C., are putting on the market a canned whale steak. The brand name of it is "Sei." The packers point

out that the whale lives in deep cold water away from all contamination, and feeds on small shrimps, a crustacean. For this reason its flesh is a good food. The tins, they say, contain only the choice cuts of the whale, with no bone, gristle, or waste. The liquor in the tin is the gravy out of the meat. The Lind Brokerage Co., Toronto, have been appointed agents.

Sunkist marmalade is a new product coming on the Canadian market. The California Fruit Growers' Exchange are the manufacturers. They have opened a plant on Market Street, Toronto, for the distribution of this marmalade in Canada. The pulp is made in Los Angeles, the home of the California Fruit Growers' Exchange, and is shipped to the Canadian plant, where the processing of it is finished. Sunkist marmalade is made



from California sweet oranges. The accompanying illustration shows how the marmalade is put up. The California Fruit Growers' Exchange have appointed the following as their agents in Canada: P. E. Outerbridge, St. Johns, Newfoundland; Smith Brokerage Co., St. John, N.B.; W. H. Dunn, Ltd., Montreal, Que.; Dunn-Hortop, Ltd., Toronto; W. H. Malkin Co., Ltd., Vancouver, B.C.; Tees & Persse, Ltd., Winnipeg and branches.



CATALOGUES AND BOOKLETS

Lea and Perrins have just issued a sixteen-page booklet describing their advertising campaign in Canada this year. This booklet was sent out to the retail trade this week. A paragraph introducing it to the trade says: "This booklet shows some of the advertising forming part of the advertising campaign which we are carrying on all over Canada. It is sent you in order that you may know of the efforts we are making to help you."

The Bowes Co., Ltd., has just issued an attractive little booklet of prize recipes. The recipes have been chosen from hundreds submitted to the company in connection with its recipe contest and the sender of each one was awarded a prize. The booklet in its varied recipes sets forth the many ways in which peanut

NEWS FROM WESTERN CANADA

H. A. Guise, Saskatoon manager for the W. H. Escott Co., Ltd., was a visitor at the head office in Winnipeg last week.

Fire recently broke out in the Independent Grocery Swift Current, Sask., and \$1,000 damage had been done before it was mastered.

Mr. Brand, of Dodwell & Co., Vancouver, passed through Winnipeg last week, on his way back to the Pacific coast, following an extensive business trip in Eastern Canada.

A combination grocery and hardware store has been successfully operated in Dauphin, Man., for five years by McDonald & Oliphant. The store is located on a corner, the front entrance being to the hardware establishment, and the side entrance to the grocery department. The firm reports an increase of forty per cent. in the grocery business since the first of the year over the same period last year, due to the general prosperity of the district.

BUSINESS CHANGES IN THE WEST

A. W. Armstrong has opened a general store at Fleet, Alta.

M. Shinbane, general merchant, Lemburg, Sask., has been burnt out.

Vernier and Gibbs, general merchants, have sold their Lemburg branch.

E. H. Arnold, butcher, Lemburg, Sask., has been succeeded by A. Guerdit.

Bowen Bros., general merchants, Kelsoy, Alta., have dissolved partnership.

G. R. Russell, general merchant, Hoey, Sask., has sold to the Hoey Merchantile Co.

Shapack and Wolfe, general merchants, Humboldt, Sask., have dissolved partnership.

McBrides Ltd., grocers, have sold their Pangman, Sask. branch to Sundwall and Haagen.

W. H. Inkster, general merchant, Markinch, has been succeeded by Halbwack and Hubick.

A. E. Ranford, general merchant and confectioner, has discontinued his confectionery business.

M. Adelman, general merchant, Kam-sack, Sask., has been succeeded by Arenson and Tabachnik.

Zutnoff & Co., general merchants, Markinch, Sask., has been succeeded by the Markinch Trading Co.

Edwards, Ltd., general merchants, Spring Valley, Sask., have been succeeded by Edwards, Mainwaring Ltd.

EMPLOYING FEMALE CLERKS

Seems to be Scarcity of Male Help in Winnipeg—Apparently No Returned Men Unemployed

A representative of CANADIAN GROCER noticed the large number of women being employed as clerks in some

of the leading department stores in Winnipeg, in one case there being at least seventy-five per cent. women clerks. Many of these are married women.

This strikes the outsider as being rather strange. Reports reaching Winnipeg from Eastern centres are to the effect that there is considerable unemployment among returned men. The contrary seems to be the case as far as Winnipeg is concerned. On enquiry at the employment department of the returned soldiers' bureau, it was learned that only seven returned grocery clerks had registered there as being open to accept positions. This does not mean, however, that seven returned men are without positions. It would almost seem as though there were no returned grocery clerks available, and that employers have no option but to keep female clerks in their employ.

The employment bureau was asked to state how this compared with other trades, such as plumbers, machinists, etc. They replied that in the majority of trades men were picked up just as soon as they arrived. On the whole there was no reason at all why men should be out of employment in Winnipeg.

ADOPT NOVEL SCHEME TO MARKET PRODUCE

Muckle, Taylor & Ross, of Calgary, have rented the Hastings Street premises at Vancouver, formerly known as the Hastings market, and after fitting them up have sub-let the stalls to grocers, produce vendors, tea and coffee merchants, butchers, etc., the whole aggregation being known as the Cal-Van market. The promoters propose to buy car lots of fruit, vegetables, eggs, butter, etc., when the various markets for same are at the lowest, and supply the vendors operating in the market at the actual cost during the year or as long as the purchases last. Mr. Taylor states that they do this for their tenants in order to provide a steady retail distribution for their beef, Mr. Taylor stating that their firm owned the largest herd of Polled Hereford cattle in Canada and that they had decided on this means of assuring direct marketing of their beef.

GARDSTONE, ALTA., TO HAVE CO-OPERATIVE DELIVERY

The merchants of Gardstone, Alta., are making arrangements to have a joint delivery system which will be an advantage to all concerned. It will enable the merchants to save by having one delivery do the work of several, and thus enable them to give the townspeople the benefit of lower prices. The service will run on schedule to all parts of the town

and buyers can make their purchases accordingly and be absolutely sure of delivery at certain hours. Our next issue will contain full particulars of the system, a list of the merchants included in the new idea and the rules governing the whole.

MANITOBA R. M. A. CONVENES JUNE 17

Session of Exceptional Interest Assured—Some Interesting Items Form the Program

The Manitoba convention of the Retail Merchants will be held in Brandon Monday, Tuesday and Wednesday, June 17, 18, 19. A number of the Brandon organizations are co-operating with the Brandon branch of the Retail Merchants' Association in making the convention the best that has been held in Manitoba.

The City Council, the Board of Trade, the Kiwanis Club, the Commercial Travellers, the Retail Clerks are all assisting in an effort to show the visiting merchants that Brandon is a good city for conventions. The speakers will be men well qualified to discuss the retail business and its problems. Every merchant and clerk who can get away June 17, 18, 19 should hear H. E. Hart, of James Hart & Sons, Long Prairie, Minn.

Mr. Hart was one of the leading speakers at the Business Builders' conference at Chicago in January. The business of James Hart & Sons in a town of 1,200 is a revelation. Come and hear him tell how they managed to increase their trade.

F. P. Mann, Devil's Lake, North Dakota.

Mr. Mann is president of the North Dakota Retail Merchants' Association. The business of Mr. Mann's store is, in many respects, like yours. Hear him tell how they are building up their business.

A. W. Gibb, C.A., Assistant Inspector of Taxation, Dominion Taxation Office, Winnipeg, will address the convention on "How to Make Out an Income Tax Return."

F. C. Middleton, secretary Community Organization of the Social Service Council of Manitoba.

Edwin Loftus, K.C., lecturer, Law School, Manitoba.

W. J. Keyes, of Winnipeg, manager printing dept. of Kelvin Technical High School. And additional plans are under way to introduce many attractive features.

Gossip from the B.C. Coast

Many Vancouver grocers are selling bananas in the same way as they buy them, by the pound. This method has much to commend it.

A. J. Curran, formerly with Murphy & Co., Granville Street, Vancouver, has bought the business conducted at 1001 Granville Street by L. M. Staley. The name Clover Leaf Grocery is retained.

J. Harkness, corner Broadway and Main, Vancouver, has found it useful to keep a small stand dressed with an assortment of specialties in the centre of the store. He finds that just the silent suggestion given by the display of a can of grape marmalade, lobster, olive butter, etc., often results in this being added to the order.

A merchant of Granville Street, complains that the jobbers here will not

stock the highest grades of dried fruit that can be procured from California, apparently fearful that the trade will not take the more expensive grades. This merchant buys direct from California, though he claims he would not if he were not compelled to.

Robt. Kelly, president and manager of the Kelly Douglas Co., Ltd., Vancouver, has returned after an extensive trip through the chief produce centres of China and Japan. Mr. Kelly reports produce stocks fairly heavy in Japan, with prices at low levels until recently, when, with shipping becoming more plentiful, and the Japanese subsidized lines naming low freights, the demand is steadily increasing and the markets all becoming firmer.

She took two tins. When asked if she did not feel obligated in any way to patronize white groceries, she said: "My husband is a printer, and — and —, two big Vancouver stores, send their printing to Toronto and even to Japan, instead of patronizing their local printer, therefore I do not feel obliged to consider anything but price when I make my purchases. I can buy a sixty cent. carton of sugar here for fifty-five cents; green onions two for five cents instead of three bunches for ten cents; little tins of lobster for twenty cents instead of twenty-five, and the same all the way through, and I will continue to do it."

It is also stated that the Chinese stores also receive all the business from homes that employ Chinese domestic help; it has been reported that unless the business is placed with the Chinese boy's "cousin" who has a grocery store, the help threatens to leave; and the domestic help problem is no less troublesome in Vancouver than elsewhere.

Vancouver's Chinese Problem

The Chinese Grocer, Who Can't Read a Trade Paper; Who Won't Limit His Selling Hours Except When Forced by Law; to Whom Our Occidental Ideas Regarding Sanitation and Living Standards Are Foolish. He's Getting the Business by Means of Low Prices

IN Vancouver one is continually running up against complaints regarding the prevalence of the Chinese and Japanese in the retail grocery, fruit and vegetable trades.

The complaint is that they are not interested in the betterment of the retail business, will not co-operate in any movements the associations may inaugurate, will not observe any restrictions of selling hours unless forced by law to do so, and cannot be reached with any up-to-date trade literature, owing to their inability, in most cases, to read the language. It is also true that the standard of living understood by these peoples falls far short of what a Canadian expects; the ideas of many of them of sanitation are far from modern; they do not dress their windows, nor attempt anything artistic in arranging their merchandise inside—what then is the secret of their success, after the Canadian public has been largely educated to expect plate glass, white enamel, all modern sanitary store equipment?

No Attempt at Display

A CANADIAN GROCER representative dropped into one Granville Street Chinese grocer store recently for a solution to the problem. The shelving was composed of canned goods cases piled one above the other. There was very little counter, most of the floor space being occupied by canned goods in their original cases. Very little attempt was made at arrangement. Oranges, lemons, grapefruit, were all displayed by the top being removed from the original crates. No attempt was made at window dressing; the goods were simply piled in to

utilize the space—but during the four or five minutes that your correspondent stood in the store five white women and one white man were served. It is an absolute fact that one of the ladies served had her chauffeur waiting for her outside.

Upon asking one of the women waiting to be served if she found the service better or the prices lower at the Chinese store she said: "I can buy Crisco here for a dollar, and at the white stores they charge a dollar fifteen for the same tin."

Merchant Sells Tea by Ton

A Franklin, Manitoba, Retailer Goes After the Scalp of the Mail Order House With Success—Sells Large Quantity of Tea on Deferred Payment Plan

A HURRY-UP order for one ton of tea sent in to a Canadian wholesale grocer by Fred Freeman, general merchant at Franklin, Manitoba, caused the manager to rub his eyes and look again. Franklin is a town of about 300 population, although situated in the heart of a very wealthy farming community. Mr. Freeman, in the letter enclosed with his order, went on to explain. He was faced, he said, with the competition of a mail order tea house, which shipped tea to the consumer in packages of 5, 10, 15, 20 and 25 lbs., attractively made up, with payments suspended until Nov. 1.

Emulating the M. O. H.

The order was shipped to Mr. Freeman

and he proceeded to emulate the system of credit on a par with the mail order packages in bulk, and heralding the news of his enterprise throughout the district. The special prices which he was able to offer, coupled with an extended period of credit on a par with the mail order house, enabled him to meet his competitors on their own ground with the result that at this time, four weeks after his plan was put into operation, his huge stock of tea is pretty well depleted, and he has obtained a firmer grip upon his trade in every line of merchandise.

"The time has come when country merchants must use live methods and horse sense to meet outside competition," is the advice of Freeman of Franklin.

B. C. CANNERY MANAGER DIES

Paul Swenson, formerly manager of a cannery at Canoe Pass, Westham Island, and one of the best known members of the Swedish colony on the Fraser River, died at the Vancouver General Hospital recently. He was 54 years of age, and had been in this country for the past 30 years. Recently the family had been living in Vancouver. He leaves a widow and four children.

SHARP DEMAND FOR RICE ON WESTERN COAST

There is a growing demand for rice at the present moment that seems to indicate stronger market conditions. Reports from Vancouver indicate that New York, Mexico, and even Japan, are attempting to buy large quantities on that market, a condition that has led to a much firmer holding of available stocks.

Rumors of Strikes Cause Trouble for Vancouver Grocers

Vancouver, May 31.—Strikes and rumors of strikes have had the effect here of stampeding the housewives into the grocer for large orders of the staple lines. Some of the Vancouver houses should be able to stand a prolonged state of siege. One Granville street merchant complains, however, that many of the good people call him aside and whisper that, "If Citizen Grocer will charge it on next month's account, Com-

rade Customer will be much obliged." The same merchant, with painful memories of certain transactions at the outbreak of the war, also fears that if the strike does not materialize, these same folks will be bringing back flour and what-not that has lain in their basement for a spell, and intimating "that they have a little more than they really require, and is he not a little short, perhaps?"

Canada—Her Own Best Market

Canada's Two Million Homes the Greatest Factor in Her Prosperity. This Home Business More Important Than Overseas Trade

WHICH is Canada's best national market? Few people probably would be able to state their answer with any certitude. By far the greatest number of Canadians would be surprised to be informed that it is that which we have right at our own doors, in fact, which consists of the market in our own two million Canadian homes, is the statement made by the Canadian Trade Commission.

Valuable and necessary as are the great markets abroad as an opening for the fruits of our varied labors, the fact is that Canada's trade with Canada's own population is far more important.

Importance of Farm-Raised Goods

The unquestionable importance of our farm-raised exports has been brought before the public in the last four years. The Canada Food Board report shows that while in the fiscal year 1914-15 the Dominion export of foodstuffs was valued at 187 million dollars, the total amount for the fiscal year 1917-18 had risen to the tremendous sum of 710 million dollars. A glance through the table, which is for the distribution of our farm products in 1915-16, will show that in almost every case we consumed within the Dominion a far larger amount of goods than that which we exported.

A point worth noting is that despite our large home consumption of that which was produced within the country, we imported large quantities of pork, valued at \$3,600,000; cheese and butter, \$3,100,000; fruit and vegetables, \$5,200,000; wool, \$1,900,000; hides, \$13,600,000; wheat, \$1,000,000; and corn, \$6,200,000. Most of these imports are accounted for by local scarcity, that is, a short supply in Saskatchewan would have been filled by imports from the United States rather than from Ontario, and conversely with other articles. Hides, perhaps, form an exception, because this was necessary for the making of harness and other things in the war orders.

The table shows the average consump-

tion at home, our exports and our imports averaged over the years 1915-16:

Quantities	Consumption	Exports	Imports
Beef, lbs.	426,451,000	33,125,000	5,563,000
Pork, lbs.	458,395,000	141,421,000	32,758,000
Mutton, lbs. .	63,582,000	582,000	3,146,000
Poultry and Eggs	\$ 33,218,000	\$ 1,781,000	\$ 968,000
Cheese and Butter, lbs.	298,106,000	156,364,000	6,633,000
Whole Milk and Cream, gals.	190,131,000	2,015,000	\$ 45,000
Wool, lbs.	6,896,000	5,103,000	\$1,961,000
Hides, lbs.....	.....	.....	66,284,000
Hay and Alfalfa, bus.	12,649,000	193,000	12,000
Oats, bus.	415,290,000	22,292,000	2,086,000
Barley, bus....	42,641,000	5,752,000	38,000
Wheat, bus. . .	213,332,000	114,829,000	1,047,000
Rye, bus.	2,227,000	454,000	29,000
Flax, bus.	2,269,000	4,817,000	38,000
Corn, bus.	10,119,000	205,000	8,590,000
Potatoes, bus.	60,887,000	938,000	498,000

The Canadian Trade Commission.
Ottawa, May 17th, 1919.

FEAR IN THE WHOLESALE GROCERY BUSINESS

The evils in the wholesale grocery business are many. Some have arisen through competition channels, others through the desire to sponsor something original, but when we begin to analyze those that exist, it resolves itself, as I see it, down to one fundamental cause, namely, Fear.

Fear: That if special deliveries are not maintained, our competitors will reap increased business.

Fear: That if the terms of the cash discount for prompt payment are enforced, that some will allow it after the time and thus gain business.

Fear: That if broken packages are reduced to a minimum that others will not adhere and again business will be lost.

Fear: That if our long time accounts are brought nearer to a sensible business basis, that the customer will drift elsewhere.

In fact, fear all along the line, until we are not dictating and maintaining the policies of our business, but instead are permitting our business to actually be operated by our competitors; yet we would not want nor would we admit it, and yet to a large degree it is true.

In the course of one short year many

evils, many wasteful and unnecessary practices have been eliminated for the good of the public and the trade, and it has all been brought about through the efforts of the Food Administration. Competition has not been the mountain of perplexities during 1918 that it was prior to this year, simply because of necessity and because of patriotic ideals.—R. L. Davidson in "National Wholesale Grocers' Bulletin."

HOW CUSTOMER'S CONFIDENCE WAS LOST

A RETAILER in one of Canada's large cities decided recently to clear out a stock of canned asparagus at a reduced price. One of the clerks called up a customer and referred particularly to canned asparagus with the result that this customer decided to purchase 3 tins. On opening one it was found that the asparagus was not of good quality. The tips were all right but the remainder of the stock was not. The result was the customer returned the remaining two tins.

This was not good business on the part of that retailer. He should have made sure that the asparagus would meet with the approval of every customer. It means that the next time the store suggests a particular line in this way that customer will not be so ready to accept advice.

This incident indicates again the great importance of the retailer knowing all about the goods he stocks and sells. He must sell satisfaction with every article or he is sure to lose customers. At least he is sure to lose the confidence of a number of his customers. A retailer who knows what there is to know about his goods is in a position to advise his customers so that they will be perfectly satisfied with his suggestions. If the retailer sends out an article on his own recommendation and it is found to be of inferior quality, he is sure to lose every time. Every dealer and every clerk should familiarize himself as far as possible with all the lines stocked, the quality and character of each, and be in a position to give expert advice whenever the occasion demands it.

BRITISH MARKET FOR HONEY

Information reaching the Canadian Trade Commission from England, points to a great demand for honey. Bee-keeping has been seriously interfered with throughout the British Isles, by the inability to get suitable labor during the last three years, and through the extreme restrictions on sugar for winter feeding of bees. It is pointed out that the opportunity for the Canadian production this year will, therefore, be unequalled.

CHASE AND SANBORN'S COFFEES AGAIN HIGHER

Further advances are reported in Chase and Sanborn's coffees. The one pound packages have risen to 51 cents, the two pound packages to 50 cents, and the half pound packages to 52 cents.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

WHILE the panicky buying that was a feature of the early strike days has subsided, there has been a very active business movement during the past week. There has been a noticeable demand for practically all lines. The indications are, however, that this is a result of improved business conditions rather than any outside force.

MONTREAL—Many advances are recorded this week and among them is another for coffee. The increases run from one to three cents per pound. Teas are very firm and will surely advance in the course of a few weeks, if not sooner. Wood butter dishes are advanced in price as are also pressed hops, the latter increase amounting to 3c per pound. Purgative water is higher again. Canned peas, pumpkin and apples are up this week. Nut markets are again firming outside and advances may be looked for here. Prune prices are bound to be much higher and the present basis is decidedly nominal with many sizes short. Raisins, too, apricots, apples, etc., are on a firmer basis. In the spice list cloves and nutmegs are firmer, with pepper still firm. Pearl barley advanced and corn flour and pearl hominy have stiffened in price. Pastry flour is selling at higher prices and oat feeds and grain, both barley and oats, are on an advanced basis this week.

Declines have been made effective for bicarbonate of soda, cream of tartar, oranges, lemons, beans, asparagus and tomatoes. There is a good trade in general, little unrest, and a hopeful, promising outlook.

TORONTO—There have been few marked changes during the week, the majority of commodities are holding firm, with tendencies upward. Teas and coffees are both in the ascendancy and indications point to higher quotations on both. It is expected in most quarters that the Dominion Government will place another tax on foreign teas, in the

forthcoming budget, and all reports point to stronger prices for Japanese teas, the crop in that country being very poor this year. Exchange on Ceylon is also affecting the market for Indian teas. The fact that stocks of tea among Toronto dealers has been very heavy is the only reason that prices have been as low as they are. These stocks are now becoming depleted, and new buying will be at higher levels. Coffees are also advancing and the heavy demand for coffees for European consumption is likely to hold prices at strong figures for some time to come. Demand for sugar is brisk, but supplies appear to be ample for all needs. There is no likelihood of a shortage, but prices are remaining firm. All dried fruits are pretty well cleaned up, and canned goods, too, are in small supply. There is a better movement of salmon, but the high grade qualities are scarce. Spices show higher prices in some instances this week. Both black and white pepper are marked up a few cents and cloves are from five to ten cents higher. Rice is very firm at last week's advance. Canadian beans are quoted higher, and there is a good active movement of Canadian hand-picked beans.

In provisions fresh cuts of pork and all pork products continue at very strong levels. Advances of from one to two cents are shown on fresh loins of pork, and smoked meats are very firm. Lard and shortening are strong, and cooked meats have had a big demand, with the advent of the hot weather. Easier prices prevail in the market for butter and eggs. Both are quoted from one to two cents lower to the trade. Indications are that butter quotations will go still lower, as supplies are plentiful. Cheese continues to advance.

VANCOUVER—There has been a sharp demand for rice on this market from foreign countries, which resulted in a sharp advance. Beans, too, are showing an upward movement. Tea is in a very strong position and there is a general expectation that coffee will advance in the near future.

QUEBEC MARKETS

MONTREAL, June 4—Of a list of considerable price change, there are few items in this that have not advanced. The tendencies are strongly upward on many commodities and this is expected to continue while orders are frequent from abroad. There is a good, steady movement from the wholesaler to the trade.

Wood Dishes Up;

Hops Advanced

Montreal.

HOPS, WOOD DISHES.—Prices have advanced for hops 3c per lb., the price now being 31c.

New prices are effective for wood butter dishes, the following quotations applying here: for crates, of 500, $\frac{1}{2}$ lb., \$1.97 $\frac{1}{2}$, an advance of 22 $\frac{1}{2}$ c; 1 lb., \$2.10, an advance of 30c; 2 lb., \$2.40, an advance of 40c; in cartons of 250 the price of \$1.41 on 3 lb. size shows an advance of 16c, and that of \$1.80 on 5 lb. size an advance of 35c.

Bi-Carb. Soda Down;

Mineral Water Up

Montreal.

SODA BI-CARB. WATER.—A decline of 50c per 112 lb. drum is made for bicarbonate of soda. The new price is \$4.50 per drum.

Riga purgative water is advanced in price 10c per case of 25 bottles, to \$3.50.

Steady is Sugar;

Selling Improved

Montreal.

SUGAR.—Heavier sales of sugar have been made within recent weeks, although there is much room still for improvement. The season will soon arrive when much will be needed for preserving purposes, and there is likely to be much active selling soon. As demand increases from abroad, as it very probably will, there will not be as much surplus in refiners' hands.

It is worthy of note that arrangements made by the United Kingdom with United States refiners call for 650,000 tons of sugar this year. This compares with a tonnage of 50,000 in 1914. It is therefore quite evident that there will be a heavy drawing upon stocks here within the coming months. Some authorities in the States are advocating the early purchase of supplies against the preserving season requirements, and this would seem seasonable advice. Indications point to the fact that neither wholesalers, jobbers, nor retailers have been stocking heavily.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Aesdia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Icing, barrels	10 15-10 30
Icing (25-lb. boxes)	10 55-10 70
Icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 65
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65

Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	18 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Peas Are Higher;

Apples, Pumpkin, Too

Montreal

CANNED GOODS.—It was definitely pointed out in CANADIAN GROCER last week that prices on canned peas were likely to be firm, and to even advance. One jobber has made new prices already, and while this is only 5c per doz. it indicates the trend. Canned pumpkin is higher too, and canned apples in three lb. tins. In a general way the outside enquiry from the United States and abroad has the effect of enhancing prices and there is a firmness of undertone on most lines. The movement too continues active.

Canned Fruits—

Apples, 2 $\frac{1}{2}$ s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 80
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25
Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77 $\frac{1}{2}$	2 80
Peaches, 20 oz., doz.	2 50	
Do., No. 2	2 80	3 00
Do., 2 $\frac{1}{2}$ s	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2 $\frac{1}{2}$ s	3 25	3 75
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2 $\frac{1}{2}$ s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do., (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2 $\frac{1}{2}$ s	2 60	
Strawberry, 2s	3 97 $\frac{1}{2}$	4 20

Canned Vegetables—

Asparagus (Amer.) mammoth green, doz.	4 25	4 75
Asparagus, imported (2 $\frac{1}{2}$ s)	4 85	5 25
Beans, Golden Wax	1 95	1 97 $\frac{1}{2}$
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42 $\frac{1}{2}$
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	3 00	
Spinach, California 2 $\frac{1}{2}$ s	3 15	
Do., (wine gals.)	10 00	
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s	1 40	
Tomatoes, 2 $\frac{1}{2}$ s	1 90	2 00
Tomatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 12 $\frac{1}{2}$
Pumpkin, 2 $\frac{1}{2}$ s (doz.)	1 10	
Pumpkins, gallons, (doz.)	4 25	
Peas, standards	1 45	1 50
Peas, early June	1 60	1 62 $\frac{1}{2}$
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.	1 57 $\frac{1}{2}$	
Potatoes, Can. sweet, 2 $\frac{1}{2}$ -lb tins	2 75	
Do., 2-lb. tins		
Olives (in bls, 49 wine gals.), gal.	1 35	
Specialties	Per gal.	
Olive oil (pure), 1 gal. tins	7 50	
Do., $\frac{1}{4}$ gal. tins	8 00	
Do., 5 gal. tins	7 00	
Tomato Paste, 100 tins (case)	32 00	
Do., 200 tins (case)	33 00	
Do., 12-10 lbs.	39 00	

Salad oil (bbles, 50 gals.), gal.	2 50	
Olives, Queen, gal.	1 45	
Canned Fish—		
Salmon—		
"Clover Leaf," $\frac{1}{2}$ -lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62 $\frac{1}{2}$	
Do., $\frac{1}{2}$ -lb. flats	2 80	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
$\frac{1}{2}$ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17 $\frac{1}{2}$
Do., $\frac{1}{2}$ s, flat	1 17 $\frac{1}{2}$	1 25
Pinks, 1-lb. flat	2 25	
Pinks, 1-lb. talls	2 60	2 75
Pale, $\frac{1}{2}$ -lb. doz.	1 37 $\frac{1}{2}$	
Pale, 1 lb., doz.	2 37 $\frac{1}{2}$	
Pinks, $\frac{1}{2}$ -lb., doz.	1 62 $\frac{1}{2}$	
Cohoes, 1-lb. talls	3 75	
Cohoes, 1-lb. flats	2 25	
Cohoes, $\frac{1}{2}$ lbs., flat	1 75	
Herrings, kippers, dz. (4 dz. case)	2 25	
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) ($\frac{1}{2}$ -lb.)	1 00	
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, $\frac{1}{2}$ lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilehards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 ($\frac{1}{4}$ s)	22 00	20 00
Oysters (Canned)—		
5 oz., doz.	2 60	
10 oz., doz.	4 75	
Lobsters, $\frac{1}{4}$ -lb. doz.	2 25	
Do., $\frac{1}{4}$ -lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	3 25	
Do., $\frac{1}{4}$ -lb., doz.	6 00	
Do., 1-lb. flats	8 25	
Lobster paste, $\frac{1}{2}$ lb. tins	3 25	3 40
Sardines (Amer. Norweg'n style)	14 50	
Sardines (gen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	32 00	
Scallops, 1-lb. doz.	3 25	
Scotch Snack, No. 1, dz., Montreal	2 50	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)	6 75	
Clams (river) (1 lb.), doz.	1 90	

Sales Still Made

of Best Beans

Montreal.

BEANS.—Markets are steady and quotations held, but there has been no change from last week. The selling is largely in the better grades of beans, Ontario hand picked being among the favorites, and some sales being made of fair quantities.

Beans—

Canadian, hand-picked, bush...	5 00
British Columbia	5 00
Brown Beans	3 50
Japanese	4 50
Yellow Eyes	5 50
Lima, per lb. (as to quality)	0 10
Kidney beans	6 00
Peas, white soup, per bushel...	3 25
Peas, split, new crop (98 lbs.)	5 50
Peas (blue)	0 05

Steady Rice Sales

at Last Advances

Montreal

RICE.—At the advances made last week, prices on rice have held without change. The market conditions are reasonably satisfactory and a fair trading has been effected.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	14 00
Honduras	0 15
Siam, No. 2	7 65
Siam (fancy)	10 50
Rangoon "B"	9 75
Rangoon CC	8 10
Mandarin	10 75
Peking	9 50
Tapioa, per lb. (seed)	0 11 $\frac{1}{2}$
Tapioa (pearl)	0 11 $\frac{1}{2}$
Tapioa (flake)	0 11

No Low Prices in Sight For Nuts

Montreal.

NUTS.—Prices are steadily advancing in outside points for nuts of various kinds. A few weeks ago peanuts were the centre of interest from a price standpoint, but now pecans, almonds, walnuts and filberts are commanding attention. There is a fair amount of demand at full prices.

Almonds, per lb.	0 27	0 28
Almonds (shelled)	0 55	0 56
Almonds (Jordan)		0 70
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 40
Pecans, large, No. 2, polished	0 28	0 32
Pecans, New Orleans, No. 2	0 31	0 34
Pecans "paper shell," extra large		0 60
Jumbo		0 29
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 80	0 83
Walnuts (Spanish)	0 30	0 33

Note: Jobbers sometimes make an added charge to above prices for broken lots.

Prune Prices Nominal; Markets Will Advance

Montreal.

DRIED FRUITS.—Prunes are the centre of interest more than any other item in the dried fruit list, perhaps. All indications point to a higher, a much higher, price basis for the coming season's crop, and some heavy orders are already placed, it is understood. On spot there appears to be but a limited quantity of stock, and lines are very broken. The basis is a very nominal one, and those having the supplies are able to sell them readily. Raisins, apricots, apples, pears and peaches are all firm. Stocks are reported as light on most lines. Seeded and seedless raisins are firming.

Dried Fruits—

Choice	0 24	0 25
Slabs	0 23	0 24
		0 30
Apples (evaporated)	0 19	0 21½
Peaches (fancy)		0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22½
Drained Peels (old)—		
Citron		0 45
Lemon		0 36
Orange		0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6-crown cluster, \$7.00-\$8.75.		
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.		0 14
Fancy seeded, 16 oz. pkgs.	0 15½	0 16
Choice seeded, 16 oz. pkgs.	0 15	0 17
Seedless, 11 oz., packages	0 13	0 15
Do., 15 oz. pkge.	0 17	0 18
Do., bleached, 15 oz. (choice)		0 15
Do. (fancy)		0 18
Valencias, selected		0 11½
Valencias, 4-crown layers		0 11½
Sultanas (bleached), 50-lb. boxes	0 18	0 20

Do. (15 doz. boxes)	0 22	
Currants, old pack., 15 oz.	0 29	0 31
Currants, Greek (bulk)		0 18
12 oz.		0 16½
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 75	5 00
30 lb. Ainslia		0 28
12 oz.		0 26
Do., new		0 32
Cal. currants (loose)	0 18	0 22
Cal. "Currants," 15 oz. pkge	0 20	0 22
Dates, Excelsior, per case (36-10s)		7 00
Do., Dromedary (36-10 oz.)	8 25	8 50
Packages only, Excelsior		0 20
Packages only	0 19	0 20
Do., Dromedary		0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)		5 40
Do., (28 8-oz. bxs)		3 50
Do., (12 10-oz. bxs)		2 20
Figs (cooking), 50-lb. boxes, lb.		0 16
Prunes—		
(25-lb. boxes)—		
30-40s	0 30	0 31
60-70s	0 22	0 23
70-80s (25-lb. box)	0 19	0 20
80-90s		0 17
90-100s	0 15	0 16
100-120s	0 11½	0 12

Molasses and Syrup Remain Unchanged

Montreal.

SYRUPS, MOLASSES.—Quiet conditions are reported with regard to syrups, this being the quiet season. The demand is not heavy for any of the brands, either cane or corn. Of molasses much the same may be said, and there has been no quotable change on either commodity. Buying of molasses has been lighter this season, and there is probably still some stock on hand that was carried over from last year.

A line of special syrup (Lyle's) is reported received, and is selling at \$18.25 per case of 56 2-lb. tins.

Corn Syrup—

Barrels, about 700 lbs.	0 07¾	
Half bbls.	0 08	
Kegs	0 08¾	
2-lb. tins, 2 doz. in case, case.	5 15	
5-lb. tins, 1 doz. in case, case.	5 75	
Corn Syrup—		
10-lb. tins, ½ doz. in case, case	5 45	
20-lb. tins, ¼ doz. in case, case	5 40	
2-gal. 25-lb. pails, each.	2 45	
3-gal. 38½-lb. pails, each.	3 65	
5-gal. 65-lb. pails, each.	5 90	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 65	
5-lb. tins, 1 doz. in case, case	6 25	
10-lb. tins, ½ doz. in case, case	5 95	
20-lb. tins, ¼ doz. in case, case	5 90	

Cane Syrup (Crystal) Diamond—

2-lb. tins, 2 doz. in case, per case.	7 00	
Barrels, per 100 lbs.	9 75	
Half barrels, per 100 lbs.	10 00	
Glucose, 5-lb. cans (case)	4 80	

Prices for		Island of Montreal
Barbadoes Molasses—		
Punchons	0 98	1 03
Barrels	1 01	1 06
Half barrels	1 03	1 08
Antigua Molasses—		
Punchons	0 95	
Barrels	0 98	

Note—Prices on molasses to outside points average about 3c per gallon less.

Steady Movement Honey and Syrup

Montreal.

HONEY, MAPLE PRODUCTS.—This is a good consumptive centre for honey and there has been a good supply to take care of the same all season. The basis remains quite steady, but without change of any kind being recorded. Maple syrup and sugar are steadily high, a somewhat nominal condition still prevailing.

Maple Syrup—		
13½-lb. tins (each) (nominal)	\$2 10	\$2 25
10-lb. cans, 6 in case, per case		15 10
5-lb. cans, 12 in case, per case		17 10
2½-lb. cans, 24 in case, per case		18 50
Maple Sugar (nominal), small lots	0 25	0 30
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 26
30-lb. pails		0 27
10-lb. pails		0 28
5-lb. pails		0 25
Honey—Buckwheat, tins or bbls.		0 22

Cream Tartar Down, Cloves; Nutmegs Up

Montreal.

SPICES.—Cream of tartar is declining outside but there is a somewhat limited supply in hand on spot here, and as a consequence there has been no lowering of the basis. This will come if stocks are sufficiently replenished soon. Cloves, on the other hand, are firming, and nutmegs are higher. Peppers are also rather firm. The markets are none too flush of supplies on some lines, and there has been an increased buying.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls		0 35
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamom seed, per lb., bulk		2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.		0 34
Cinnamon, per lb.		0 38
Mustard seed bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Redded cocconut, in pails	0 21	0 28
Pimento, whole	0 20	0 22

For spices packed in cartons add 3¼ cents per lb. and for spices packed in tin containers add 10 cents per lb.

Tea Stocks Less; New Crop Higher

Montreal.

TEA.—With a continued buying activity by the wholesale jobbers, much tea has changed hands of late, and it is felt in some quarters that spot supplies are materially less. When these are distributed it is almost safe to say that new crop teas will be very much higher in price. There will not be the stocks to fall back upon that there have been heretofore, and both Japans and Javas are likely to be higher at a reasonably near date.

Pekoe, Soucheongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 52
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 75
Early picking	0 55	0 65

Javas—

Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Coffees One to Three Cents Up; Big Sales

Montreal.

COFEE, COCOA.—Advances of from one cent to three have been effected this week on coffee. It is remarkable to note that, notwithstanding the higher price, best grades are in favor among the sellers. There is a better movement than ever, jobbers state, stocks being very busy on actual orders.

Cocoa markets are stiffening and already some of the jobbers have advanced prices on bulk and package cocoa one to two cents per lb. The undermentioned prices are due for a change upward at any time.

Coffee—		
Bogotas, lb.	0 41	0 44
Jamaica, lb.	0 36	0 39
Maracaibo, lb.	0 38	0 40
Mocha (types)	0 40	0 43
Mexican, lb.	0 40	0 42
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 41	0 42
Santos, lb.	0 40	0 42
Cocoa—		
In 1-lb., per lb.	0 38	
In ½-lb., per lb.	0 40	
In 1-5 lb., per lb.	0 42	
In ½-lb., per lb.	0 40	

Barley, Corn Flour and Hominy Higher

Montreal

CEREALS.—Prices have materially advanced for pearl barley, which is now selling at \$6.75. Corn flour is also higher at \$5 to \$5.25 per cwt. Pearl hominy is also advanced. The market on cornmeal and rolled oats is steady, but with rather light sale for these lines. There has been no price change whatever.

Self-raising Flour—		
3-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	5 00	5 25
Barley, pearl	6 75	
Barley, pot, 98 lbs.	4 25	4 75
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	5 00	5 25
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	5 75	5 75
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut.	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Roller oats, 90-lb. bags	4 25	4 40
Roller oats (family pack.), case	5 60	
Roller oats (small size), case	2 00	
Oat Flakes (case 20 pkgs.)	5 10	
Roller wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	
Packages, 20 in case (family pack.)	5 80	
Rye flour (Can.), 98 lbs.	5 75	6 05
Tapioca flour, lb.	0 15	0 16

High Prices Prevail For Pastry Flours

Montreal

FLOURS.—The prices obtaining for winter wheat flour are high, and those requiring supplies have had to pay enhanced rates for them. Quotations are running from \$11 to \$11.50 per barrel. War standard flours are steady but unchanged.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl. in (2) jute bags, 98 lbs.	11 00	
Per bl. in (2) cotton bags, 98 lbs.	11 15	
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	
Winter wheat flour (bbl.)	11 00	11 50

Less Feed Sold But Prices Higher

Montreal.

FEEDS.—Prices have firmed on barley and oat feeds, and this is occasioned by the higher prices in effect for grain. Special middlings are quoted at \$56 per ton. Demand has naturally been reduced on account of the excellent pasturage now obtainable in this district.

Feeds—		
Shorts—		
Mixed cars	44 25	
Barley—		
Mixed cars	42 25	
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special, middlings	56 00	
Feed flour (98 lbs. sack)	3 50	3 75
Gluten feed (22% Protein)—		
F.O.B. Cardinal	54 00	
F.O.B. Fort William	50 00	

Hay Sales Fall; Feed Grain Up

Montreal.

HAY AND GRAIN.—While no declines have been made on hay, there is less demand, the state of pasturage being a big factor. Oats have again advanced and the barley market stiffened from 17c to 20c per bushel over the prices ruling a week ago.

Hay, Straw, Grain (wholesale prices in car lots)—		
Good, No. 1, per 2,000-lb. ton.	\$40 00	
Do., No. 2	38 00	
Do., No. 3	36 00	
Straw	11 00	
Oats—		
No. 2 C.W. (34 lbs.)	0 92	
No. 3 C.W.	0 89	
Extra feed	0 89	
No. 1 feed	0 87	
No. 2 feed	0 83½	
Barley—		
No. 3 extra	1 50	
No. 3	1 52½	
No. 2	1 55	
Note—These prices are at elevator and bags and bagging are not included.		

Pineapples Are Up; Citrus Fruit Down

Montreal.

FRUITS.—Oranges are reduced in price. Arrivals have greatly augmented the local stocks and prices may be gradually more favorable. Lemons are easier too. Pineapples, on the other hand, have advanced again but this will probably be only temporary.

Apples—		Per Barrel
Ben Davis, No. 1	9 00	10 00
Russets	9 00	10 00
In boxes	5 50	6 25

Bananas (fancy large), bunch.	5 50	6 50
Cherries (California), box	5 00	
Cocoanuts, sack	9 00	
Grapefruit (fancy Porto Rico)	4 50	6 50
Lemons (California)	5 00	5 50
Pears, Cal., eating, small box	4 00	
Pears, California (110 size)	5 50	
Oranges, Porto Rico	4 50	5 00
Oranges, Cal. navels, 126	6 00	
Do., 150	6 50	
Do., 176	6 75	
Do., 200-216	6 75	
Tangerines, half boxes	4 75	
Blood oranges	4 50	
Pineapples (24s to 36s)	7 00	
Strawberries, large	0 40	

Beans, Asparagus, Tomatoes Lower

Montreal.

VEGETABLES.—With the arrival of larger supplies and also of the better variety of beans, markets have declined on this vegetable. The same condition holds with regard to asparagus. Tomatoes are freer in supply and the prices are less. Rhubarb is down. Onions of the various varieties are firm, while red onions are higher this week. Declines should soon be made in some of the coarser and some earlier varieties of vegetables.

Asparagus (doz.)	4 00	
Artichokes, bag	2 00	
Beans, new string (American)		
basket	4 50	
Beets, bag	1 00	
Do., new, doz.	1 75	
Cucumbers, Florida (basket)	4 50	5 00
Chickory, doz.	3 00	
Cauliflower (imported), doz.	5 50	
Cabbage, new, crate	6 00	6 50
Carrots (new), doz.	1 75	
Celery (Wash.), doz.	2 50	
Do., crates (3-4 doz.)	8 50	
Egg plant	3 00	4 00
Horseradish, lb.	0 20	
Lettuce (curly), box (3 doz.)	3 00	
Lettuce, Boston, box	4 50	
Leeks	2 00	3 00
Mint	0 25	
Mushrooms, lb.	1 75	
Basket (about 3 lbs.)	4 00	
Onions, Texas, crate	6 00	
Red, 100 lbs. bag	9 50	10 00
Onions (Shallots), doz.	1 00	
Oyster Plant	0 75	
Parsnips, bag	2 50	
Parsley (Canadian)	0 75	
Parsley (American)	1 50	
Potatoes, Montreal (90-lb. bag)	2 00	
Potatoes (New Brunswick), bag.	2 25	
Potatoes (new), Florida (per bbl.)	9 00	10 50
Potatoes (sweet), hamper	4 00	
Radishes, doz.	0 50	
Rhubarb, doz.	0 25	0 50
Spinach, box	2 00	
Turnips, bbls.	6 00	
Turnips, Quebec	2 50	
Tomatoes (hothouse), lb.	0 40	
Tomatoes, crates (fancy)	6 50	
Tomatoes (choice), crate	6 00	
Lemons, Cal., 270s, 300s, case.	4 75	5 00

ONTARIO MARKETS

TORONTO, June 5—The grocery markets this week show few changes, as compared with a week ago, the majority of commodities being quoted at steady to strong prices. The price trend in almost all directions is upward, rather than to lower levels. Teas and coffees show a good deal of firmness and, in the case of the former, dealers generally are of the opinion that higher levels will prevail. Sugar is firm with supplies ample. Canned goods and dried fruits are none too plentiful.

Supplies of Sugar Ample For Demand

Toronto.

SUGAR.—There are no changes to report in quotations on sugar, prices being steady with the preceding week. The

movement of stocks is very active, but supplies are ample for all requirements. With the busy season for sugar now approaching dealers are not anticipating any shortage, but believe stocks will be fully up to the needs of the consumers. No recessions in values are looked for.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated ..	10 16
Can. Sugar Refinery, extra granulated....	10 16
Dom. Sugar Refinery, extra granulated..	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Quotations on Syrup Are Unchanged

Toronto.

SYRUPS, MOLASSES, ETC.—Demand for syrups and molasses is not quite so active as was the case a few weeks ago. The market as far as prices are concerned is steady, no changes having been reported in the past month.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 07 3/4
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, 1/2 doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55
Cases, 10-lb. tins, yellow, 1/2 dz. in case	5 45

Cane Syrups—

Barrels and half barrels, lb.	0 08
Half barrels, 1/2 c over bbls.; 1/4 bbls., 1/2 c over bbls.	

Molasses—

Cases, 2-lb. tins, 2 doz. in case	7 00
Fancy, Barbadoes, barrels	1 10
Choice Barbadoes, barrels	1 00
West India, bbls., gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., 1/2 doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50
Tins, No. 3, baking grade, case or 2 doz.	4 70
Tins, No. 5, baking grade, case of 1 doz.	3 75
Tins, No. 10, baking grade, case of 1/2 doz.	3 60
West Indies, 1 1/2s, 48s	4 60

All Package Goods Sell at Firm Prices

Toronto.

PACKAGE GOODS. — There is a very firm market prevailing for rolled oats at the present time, although quotations show no changes as compared with last week. All package goods are selling at unchanged prices.

PACKAGE GOODS	
Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case ..	5 10
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s case	3 60
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case ..	5 80
Cooker Package Peas, 36s, case ..	3 60
West Indies, 1 1/2s, 48s	4 60
Cornstarch, No. 1, lb. cartons.	0 11
Do., No. 2, lb. cartons	0 09 3/4
Canada Laundry Starch	0 09 1/2
Laundry Starch, in 1-lb. cartons ..	0 11 1/2
Do., Do., in 6-lb. tin canisters ..	0 12 1/2
Do., Do., in 6-lb. wood boxes ..	0 12 3/4
Potato Flour, in 1-lb. pkgs.	0 16

Rices Are in Small Demand

Toronto.

RICES.—The market for rices is very firm at last week's advances. Quotations at primary points are again higher, and further advances in the spot market are not unlikely. Rice dealers state it is very hard to procure, particularly the good qualities.

Texas, fancy, per 100 lbs.	14 50	15 00
Blue Rose Texas, per 100 lbs.	12 50	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	12 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	12 00	12 50
Japans, second, per 100 lbs.	11 00	12 00
Chinese XX, per 100 lbs.	10 00	
Do., Simu	11 00	
Do., Mujin, No. 1	10 50	
Do., Paking	10 00	
White Sago	0 11 1/2	0 12
Tapioca, per lb.	0 11 1/2	0 12

Active Demand For All Shelled Nuts

Toronto.

NUTS.—There is a very brisk demand for nuts, that is for the shelled kinds just now. Supplies are rather limited and new arrivals are speedily taken. Spanish peanuts are quoted slightly higher this week, at from 18 1/2c to 19c per lb., and Brazil nuts at from 78c to 80c per lb. Indications are that Jumbo peanuts may be higher, as reports from Virginia show advancing prices. Wash. Brazil nuts too are higher at primary points.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.	0 08	
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.	0 30	
Cocanuts, Jamaica, sack	10 00	
Peanuts, Jumbo, roasted	0 20	0 21
Brazil nuts, lb.	0 19	
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 44	0 46
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.	0 18 1/2	0 19
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 78	0 80

Dried Fruits Are in Small Quantities

Toronto.

DRIED FRUITS. — The market for dried fruits is pretty well cleaned out. Some of the small sizes of prunes are still available. There are also a few evaporated apples selling at 21c per lb. Raisins have been pretty well cleaned up, but importers state that this year's crop in California should be a fairly heavy one, but there will be heavy export demands for the same. Quotations among the wholesalers this week are unchanged at the recent advances.

Apples, evaporated, Ontario	0 21	
Apricots, unpitted	0 16 3/4	
Do., fancy, 25s	0 30	
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22 1/2	0 26
Candied Peels, American—		
Lemon	0 38	0 43 1/2
Orange	0 45 1/2	
Citron	0 47	
Currents—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, kgs., 3 doz. in case	7 00	
Dromedary dates, 3 doz. in case ..	8 00	
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 14	0 15

Cal., 4 oz. pkgs., 70s, case	5 00	
Cal., 8 oz., 20s, case	3 20	
Cal., 10 oz., 12s, case	2 20	
Prunes—		
30-40s, per lb.	0 25	
40-50s, per lb.	0 30	
50-60s, per lb.	0 22	0 24
60-70s, per lb.	0 22	
70-80s, per lb.	0 15	
80-90s, per lb.	0 16 1/2	0 17
90-100s, per lb.	0 14 1/2	0 14 3/4
100-120s, per lb.	0 11	0 11 1/2
Peaches—		
Standard, 25-lb. box, peeled ...	0 20	
Choice, 25-lb. box, peeled	0 23	
Fancy, 25-lb. boxes	0 24	
Practically peeled, 25-lb. boxes ..	0 22 1/2	
Extra choice, 25-lb. box, peeled ..	0 26	

Raisins—		
California bleached, lb.	0 17	0 18
Choice, fancy sulphur bleached, 25s ..	0 17	
Seedless, 15-oz. packets	0 18	
Seeded, fancy, 1-lb. packets ...	0 14 1/2	0 15
Seeded, 15 oz. packets	0 15	
Seedless, Thompson's, bulk	0 18	0 20
Seedless, 16-oz. packets	0 16	0 18
Do., Bakers, Thompson's, 50s ..	0 16	0 18
Crown Muscatels, 25s	0 17	

Brisk Inquiry Now For Salmon

Toronto.

CANNED GOODS.—In the market for canned goods, the movement of salmon is decidedly better. The supplies of the best grades of salmon are light, but the quantities of the inferior grades in the packers' hands are said to be fairly heavy. Prices of salmon are very firm. Canadian sardines are quoted all the way from \$6.50 to \$15. These Canadian sardines are in the better grades, of very fine quality, and put up well. Tomatoes are getting pretty well cleaned up. Some are now selling as high as \$2.10. Standard peas are quoted at \$1.40, and early June peas at from \$1.75 to \$1.85. Canadian corn is practically off the market. One dealer has some in stock, which he is holding at \$2.45. About the only fruit available in the canned fruits is plums. They are offered at from \$1.90 to \$2. There are also a few lots of gallon apples selling at \$6 per case.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, 1/2s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., 1/2s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 60
Do., 1/2s, doz.	1 35	1 50
Cohoos, 1/2-lb. tins	1 35	1 90
Cohoos, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Loabsters, 1/2-lb., doz.	3 75	4 50
Whale Steak, 1s flat, doz.	1 75	1 90
Filchards, 1-lb. talls, doz.	1 90	2 15
Canned Vegetables—		
Beets, 2s.	1 90	2 30
Tomatoes, 2s	1 95	2 00
Peas, standard	1 40	1 50
Peas, early June	1 75	1 85
Sweet Wrinkle	1 92 1/2	1 95
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 1/2	3 45
Asparagus butts	2 00	2 02 1/2
Canadian corn	2 25	2 45
Corn, American, 2s, doz.		2 00
Pumpkins, 2 1/2s	0 95	1 00
Spinach, 2s, doz.		1 90
Do., 2 1/2s, doz.	2 52 1/2	2 80
Do., 10s, doz.		10 00
Peas, early June	1 65	1 70
Sweetotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 50	4 00
Do., shredded, 2s, doz.	3 00	3 03 1/2
Rhubarb, preserved, 2s, doz.	2 07 1/2	2 10
Do., preserved, 2 1/2s, doz.	2 65	2 67 1/2
Do., standard, 10s, doz.	4 50	4 52 1/2
Apples, gals., dozen		6 00
Peaches, 2s	2 87 1/2	
Pears, 2s	2 87 1/2	
Plums, Lombard, 2s		1 90
Plums, Green Gage	2 17 1/2	2 37 1/2
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		

Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each	0 84	
Black currants, 16 oz., doz.	4 00	
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each	0 84	
Peach, 4s, each	0 82	
Red currants, 16 oz., doz.	3 45	
Raspberries, 1/2 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Imported Fruits

Are Quick Sellers

Toronto.

FRUITS.—The demand for imported fruits continues to be on a large scale and prices for the same are very firm. Strawberries do not show any tendency to decline, but are slightly higher than a week ago. They are quoted at from 40c to 41c per qt. Georgia peaches have made their appearance on the market and are quoted at \$5 per crate for six basket carriers. Watermelons, too, are on sale at from \$1.25 to \$1.50 each. California cherries are slightly easier at from \$4 to \$4.50 per box. Owing to the strike in Havana there has been quite an advance in quotations on Cuban pineapples this week as compared with last. They are now quoted at \$7 in 24's, 30's and 36's. The market for oranges and grapefruit is practically steady.

Bananas, per lb.	0 07	0 07 1/2
Grapefruit—		
California, seedless, 64s, 80s, 94s and 100s	6 75	7 25
Do., 48s		6 00
Oranges—		
California navels, 100s	5 25	
200s, 216s, 250s, 288s	5 50	6 75
Valencias—		
126s, 150s, 176s, 200s, 216s ..	5 25	6 50
250s, 288s	5 25	5 75
324s		5 00
Lemons, Cal., 270s, 300s, case ..	5 00	5 50
Pineapples—		
Cuban, 24s, 30s, 36s, case	7 00	
Strawberries, quarts	0 40	0 41
Rhubarb, doz. bunches	1 50	
Cherries, Cal., box	4 00	4 50
Watermelons	1 25	1 50
Georgia peaches, 16 basket crates, per crate		5 00

Ont. Potatoes Are

Quoted Higher

Toronto.

VEGETABLES.—Several changes are noted in quotations on vegetables this week, some being upward, while others show downward tendencies. Ontario potatoes are stronger, at from \$2.35 to \$2.40 per bag, and Florida new potatoes are selling by the barrel at \$7.75. Canadian asparagus is selling in two dozen bunch lots at \$1.50, and new beets and carrots at \$3 per hamper. Southern cabbages by the crate are quoted at \$6.25. Fancy cucumbers in large hampers are selling at from \$5 to \$5.25, and choice cucumbers at \$4.50. Tomatoes of very fine quality are now arriving, and range all the way from \$6.75 to \$8 per case.

Can. Asparagus, 2 doz. bunches ..	1 50	
New beets, hamper	3 00	
Cabbage, crate	6 25	
Celery, Florida, 3s to 6s, 8s	6 00	7 50
Do., 10s		4 75
New Carrots, hamper	3 50	0 00
Cucumbers, fancy, large hamper ..	5 00	5 25
Choice, large hampers		4 50
Plain, large hampers	2 50	0 00
Leamington hothouse cucumbers, 11-qt. basket	2 50	3 50
Radishes, per doz.	0 25	0 30
Lettuce, head, Cal. Iceberg, 4 to 5 lbs. case		4 50
Do., Do., Florida, 30 head to hamper		4 50

Do., leaf, doz.	0 40	0 50
Onions—		
Green onions, doz.	0 25	0 30
Texas onions, crate	5 00	6 00
Parsnips, bag	0 75	
Parsley, per basket	0 25	0 30
Peppers, green, doz.	1 00	
Potatoes, Sweet, Louisiana, hamper		2 50
Wax beans, per hamper		5 00
New potatoes, Florida		7 75
Turnips, hamper	2 75	0 00
Potatoes, Ontario, bag	2 35	2 40
Spinach, box		2 00
Tomatoes, Florida, 124s, 144s		7 50
Do., 72s, 84s and 180s	6 75	8 00
Do., Hothouse, No. 1, per lb.	0 20	0 45

Hand Picked Beans

Are Selling Higher

Toronto.

BEANS.—Hand-picked Canadian beans are quoted higher this week. They are quoted at \$4.50 per bus., and 1 lb. to 2 lb. pickers at \$4.25 per bus. In spite of the summer season there is a very active demand for beans, but dealers report them in good supply.

Ontario, 1-lb. to 2-lb. pickers, bu \$....	\$4 25	
Do., hand-picked	4 50	
Japanese Kotosashi, per bush.	4 50	
Rangoons, per bushel	3 00	
Limas, per lb.	0 11 1/2	0 12

Firm Market

For All Cereals

Toronto.

CEREALS.—The market for cereals is very firm, with prices, however, showing few changes. Golden cornmeal is slightly higher at from \$5.50 to \$5.85. Some fancy yellow cornmeal is quoted as low as \$4.90 in 98's, but conditions are more general around \$5.25 and \$5.50. The market for rolled oats is very firm but unchanged from last week.

	Single	Bag	Lots
	F.o.b.	Toronto	
Barley, pearl, 98s	5 50	6 00	
Barley, pot, 98s	4 25	4 50	
Barley Flour, 98s		4 50	
Buckwheat Flour, 98s	7 25	8 00	
Cornmeal, Golden, 98s	5 50	5 85	
Do., fancy yellow, 98s	5 25	5 50	
Corn Flour, white, 98s	4 60	4 85	
Do., Government standard, 98s ..		4 25	
Hominy grits, 98s		5 25	
Hominy, pearl, 98s	5 00	5 25	
Oatmeal, 98s		4 55	
Oat Flour		4 50	
Rolled Oats, 90s	4 40	4 50	
Rolled Wheat, 100-lb. bbl.	6 50	7 00	
Rice Flour, per 100 lbs.		8 00	
Linseed Meal, 98s		6 75	
Rye Flour, 98s	6 50	7 25	
Peas, split, 98s		6 20	
Blue peas, lb.		0 10	

Above prices give range of quotations to the retail trade.

Cloves Advance 10

Cents Per Pound

Toronto.

SPICES.—Some dealers in spices are quoting black pepper this week at an advance, while others are holding at the same quotation. Quotations range all the way from 38c to 43c per lb. White pepper is selling at from 45c to 50c per lb. Cloves too have advanced from 5c to 10c per lb. at from 50c to 60c. The next shipments of French pure cream of tartar are likely to be quoted lower. At present it is selling at from 75c to 80c per lb. American high test cream of tartar per doz. of 2 oz. packets, is selling at \$1.75.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 40	0 55
Cayenne	0 32	0 35
Cloves	0 50	0 60
Ginger	0 30	0 35
Herbs — sage, thyme, parsley ..		

mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 40
pickling spice	0 22	0 30
Vace	0 30	1 10
Peppers, black	0 38	0 43
Peppers, white	0 45	0 50
capsicum, lb.	0 60	0 65
Nutmegs, selecta, whole, 100s ..	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole		0 10
Coriander, whole	0 25	0 30
Caraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
Cream of Tartar		
French, pure	0 75	0 80
American high test		
2-oz. packages, doz.		1 75
4-oz. packages, doz.		3 00
8 oz. tins, doz.		6 00

Tea Prices Show

Higher Tendencies

Toronto.

TEAS.—The tendency in the tea market is for higher prices. Wholesale merchants are not selling the cheap teas that they were a few weeks ago. The likelihood of a new Government tax on foreign teas, and the fact that the large stocks in the hands of the dealers, that have been held for some months, are showing depletions, are having their effect on the tea situation. The trend is upward although prices here are, for the most part, steady. According to advices from the United States, prices of Japan teas are five and six cents higher, notwithstanding the vast supplies that have been held by the importers. The outlook for this year's crop is not the best. Exchange on Ceylon is also higher, and the strength of Ceylon exchange has a big influence on Indian teas.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 53	0 55
Second pickings	0 48	0 50
Hyson Thirds, lb.		0 45
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Trend of Coffee

Prices is Higher

Toronto.

COFFEE.—Some lines of coffees have again advanced this week. The market continues very firm, and everything points to higher prices. The prospects of a big European demand is likely to keep the market very firm for some time to come.

Coffee—		
Java, Private Estate	\$....	\$0 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaibo, lb.	0 41	0 43
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica		0 50
Mocha, lb.	0 46	0 48
Mocha, Arabian, lb.		0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 42	0 43
Santos, Bourbon, lb.	0 41	0 42
Cevlon, Plantation, lb.		0 48
Chicory, lb.		0 30
Cocoa—		
Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Honey and Maple

Syrup Sell Steady

Toronto.

HONEY, MAPLE SYRUPS. — The market for honey is firm, with demand

only moderate. Five pound pails are quoted at 25c per lb., and 2½'s at 26c. Ten pound tins are selling at 20 cents. Prices of maple syrup continue very firm but unchanged.

Honey—	
Clover—	
5-lb. tins	0 24
2½s tins	0 26
10-lb. tins	0 25
60-lb. tins	0 24
Buckwheat, 60-lb. tins, lb.	0 18
Comb. No. 1. fancy, doz.	8 75
Do., No. 2. doz.	8 00
Maple Syrup—	
8½-lb. tins, 10 to case, case.	17 00
Wine qt. tins, 24 to case, case.	16 00
Wine ½ gal. tins, 12 to case, case.	15 00
Wine 1 gal. tins, 6 to case, case.	14 00
Imperial 5 gal. cans, 1 to case, case.	14 00
Maple Sugar—	
50 1-lb. blocks to case, lb.	0 29

Flour is Selling at \$11 Per Barrel

Toronto. FLOUR.—The past fortnight has seen quite a heavy demand for flour. The in-

quiry is being met largely by Manitoba wheat flour, the supply of winter wheat flour now being rather small. Both kinds are, however, selling to the trade at \$11 per barrel.

FLOUR	
Government standard, 74 per cent. extraction.	
Ontario winter wheat flour, in car-	
load shipments, on track, bbl.	\$11 00
Manitoba wheat flour, in carload	
shipments, on track, bbl.	\$11 00

Bran and Shorts Are a Slower Sale

Toronto.

MILLFEEDS. — Quotations on bran and shorts are unchanged from last week, the bran selling at \$42.50 per ton, and shorts at \$44.50. Demand for the same is not quite so active, the fact that there is now plenty of pasture slackening the inquiry.

	In carlots, track
Bran, per ton	42 50
Shorts, per ton	44 50

WINNIPEG

OWING to the strike conditions in Winnipeg, and the congested condition of the Winnipeg Post Office, CANADIAN GROCER'S Winnipeg markets have not reached this office at the time of going to press. As conditions stand at present, however, with the strikers still very strongly influencing the situation, the market service is of comparatively little service, as a free movement of goods is an impossibility. This service, it is confidently expected, will be resumed next week.

VANCOUVER

VANCOUVER, June 2—There has been a good movement of food products on the market during the past week. This has been very notably the case in rice where outside demand has had its effect. The strike situation has had a serious influence in fruit and vegetable sales.

Mexican, Japanese and American Buyers For Rice

Vancouver.

RICE.—It would seem that all world markets are beginning to appreciate that a world shortage of rice exists. Buyers for the American market, buyers for the Mexican market, and also Japanese buyers are attempting to purchase in Vancouver. Price on Siam natural advanced 2½ cents per pound in the last week; 7½ cents was asked at San Francisco, and buying brisk.

Cocoanut Still Advances; Exchange Very High

Vancouver.

COCOANUT.—In the last seven days cocoanut has advanced another cent per pound; primary markets are so unsettled and exchange so fluctuating with an upward tendency that trading has temporarily ceased.

Europe Hungry; Beans Will Advance

Vancouver.

BEANS.—Last year Canada produced beans to the value of \$19,000,000. There is not the slightest doubt that the peoples of Europe, who always have regarded beans as one of their staple foods, will not overlook the present low prices that rule in beans in world markets, but will

buy just as soon as peace can be concluded and bottoms can be obtained.

B.C. White	\$8 00
Japanese Kotenashi, per bush.	8 00

Brazil Needs the Money; Coffee Will Advance

Vancouver.

COFFEE.—Coffee continues to become firmer in the primary markets. To date a fifteen cent advance per pound has been made on the prices ruling last mid-summer, and it is estimated that as Brazil, which at present controls the situation, has to pay in the United States from two to three times normal prices for her cottons and manufactured articles, Brazil will make her coffee returns as nearly equalize the situation as possible. Brazil knows that the European nations will be in the market for her coffees some of these days; that stocks are not large in any market; that the July crops will amount to only about one-third of normal owing to crop failure and frost, and knowing all this, it is reasonable to expect that Brazil will hold coffee at higher levels, and will be able to continue to do so for some time to come.

Demand Good; Exchanges High; Teas Very Strong

Vancouver.

TEAS.—The fact that Great Britain is

reducing the duty on British grown teas by 2d. per pound, and increasing the duty on foreign grown teas by a like amount has naturally caused the British buyers to concentrate on Ceylon teas with the natural effect of raising the prices on these teas in the primary markets. Australia has lifted the embargo on Java teas, and as she will take some fifteen million pounds the effect has been felt on Java prices. Should the Canadian Government follow the lead of the Old Country the interest in Ceylon teas will be further stimulated. The rate of exchange on the Ceylon and Indian rupee is at the present time 25 per cent. higher than normal into American funds, and the exchange from American into Canadian currency again increases the cost to the Canadian buyer by 3 per cent. Those in the best position to judge cannot foresee other than further advances in teas. The price asked at present by Vancouver jobbers follows:

Tea, Ceylon —		
Pekoe	0 31	0 38
Broken Pekoe, chests, lb.	0 37	0 39
Do., Orange Pekoe, chests, lb.	0 40	0 48
Less than chests, one cent per pound more.		
Tea, Java—		
Broken Pekoe	0 34	0 37
Broken Orange Pekoe	0 37	0 41
Tea Indian—		
Pekoe	0 39	0 48
Broken Orange Pekoe	0 44	0 52

Prices Quoted On New Molasses

Vancouver.

MOLASSES—New crop New Orleans molasses is now quoted as follows:

Molasses—	
36, 1½s, per case	\$4 25
24, 2½s, per case	4 50
12, 5s, per case	4 25
6, 10s, per case	4 25

Strike Situation Affects Fruit Prices

Vancouver.

FRUIT AND VEGETABLES.—Owing to the refusal of the express companies to accept perishable shipments for points outside the B. C. borders, the Vancouver market has had to absorb all the tomatoes and cucumbers grown in the coast greenhouses that were intended for the prairie market. In the last few days the price has dropped on No. 1 tomatoes from \$10 to \$5.50 per 20-pound crate, and on cucumbers from \$2.50 to \$2 per dozen. Should express shipments not be resumed shortly and the greenhouse products continue to come in increasing volume, the greenhousemen stand to lose very heavily. Local strawberries will be on the market June 15 or thereabouts, and the crop is reported quite heavy; as the Eastern canners have contracted largely in advance low prices are not a probability. Raspberries will come in about July 1; these also will largely go to Ontario, having been bought at around 17 cents—last year's prices were around 8 and 9 cents. The first gooseberries arrived May 29 and brought 20 cents. Last quotations on fruits and vegetables follow:

Apples—		
Winesaps (box)	5 00	6 00
Newton Pippins	5 00	6 50
Oranges, Cal., aver.	6 00	6 50
Strawberries, crate		4 25
Cucumbers, B.C., per doz.	1 25	2 00
Tomatoes (hothouse), 20. crate		
No. 1	6 00	7 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 4.—Genuine Lima beans are being offered from twelve to fifteen cents per pound. Lobsters, quarters, are \$2.75 to \$3.00. Gallon apples are selling at from \$2.90 to \$3.10, and Crisco has advanced 65 cents per case. Lard has risen a cent a pound, making threes \$22.80. Eggs are \$15.50, but there are very few arriving on account of the express strike. Barrington Hall coffee advanced two cents per pound; the soluble about fifty cents per dozen. Prunes, 90-100's are selling at from 18 to 20 cents; 60-70's, 22 cents; 40-50's, 26 to 27 cents. Raspberries, twos, \$8.40 to \$9. Valencia oranges are quoted at from \$7 to \$7.50. Onions, \$6.25 to \$6.50. Hood River strawberries are selling at \$7.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rollad oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 80
Do., No. 2		3 95
Tapioca, lb.	0 11	0 12 1/2
Sago, lb.	0 11	0 12 1/2
Sugar, pure cane, granulated, cwt.		11 00
Cheese, No. 1, Ontario, large	0 33	0 34 1/2
Butter, creamery, lb.	0 58	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		22 80
Eggs, new-laid, local		15 50
Tomatoes, 2 1/2s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.		5 60
Apples, gals., Ontario, case	2 90	3 10
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted		6 40
Apples, evaporated	0 22	
Do., 25s, lb.	0 23	
Apples, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s		0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	7 50
Lemons, case	6 25	6 50
Grapefruit, California		7 00
Strawberries, Hood River, crate		7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, June 4.—Crisco advanced to day from \$12.70 per case to \$13.35. Lard is quoted at \$21.60 for 3's. Little creamery butter is being offered, but dairy is quoted at 43c. Eggs are 48 cents, but are expected to decline this

week. Very little cheese is on the market, but it is quoted at 34 1/4 cents. All kinds of fruit remain high. Word has been received here that the pea pack this year will be very small, owing to unfavorable weather conditions.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12 1/2
Rollad oats, brails	3 86
Rice, Siam, cwt.	8 40
Sago, lb.	0 11 3/4
Tapioca, lb.	0 11 1/4
Sugar, pure cane, gran. cwt.	10 99
Cheese, No. 1, Ontario, large	0 34 1/2
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Do., lb.	0 47
Eggs, new-laid	0 48
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18 1/2
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	3 00
Apples, Washington, box	2 90
Grapefruit	7 50
California oranges	7 00
Pineapples	8 50
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 4.—Few changes, but all upward are reported from St. John this week. Cheese is quoted at from 32 to 32 1/2 cents. Lard, compound, 31 1/2 cents. Can tomatoes, \$4. Corn, \$4.70. Peas, \$3.20 to \$3.30. Bermuda onions, \$5 to \$6.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 00
Cornmeal, ordinary, bags	3 90
Rice, Siam, per 100	9 75
Molasses	0 88

Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 46
Eggs, case	0 46
Breakfast bacon	0 42
Butter, creamery, per lb.	0 46
Butter, dairy, per lb.	0 43
Butter, tub	0 42
Margarine	0 33
Lard, pure, lb.	0 36 1/2
Lard, compound	0 31 1/2
American clear pork	56 00
Beef, corned, ls	4 00
Tomatoes, 3s, standard, case	4 00
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 20
Corn, 2s, standard case	4 70
Peas, standard case	3 20
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00
Cohoos	14 50
Chums	8 50
Evaporated apples, per lb.	0 20 1/2
Peaches, per lb.	0 21
Apricots, per lb.	0 24
Potatoes—	
Natives, per bbl.	4 00

Onions, Can., bag		
Do., Bermuda, per crate	5 00	6 00
Lemons, Cal.	6 50	7 00
Oranges, Cal., case	6 50	8 00
Grapefruit, case	8 00	9 00
Bananas, per lb.	0 08 1/2	0 09
Apples, box	6 00	6 50

LOST A GOOD CUSTOMER

Here is a hint which may be worth something. It shows how easy it is to lose a customer. This incident happened in a grocery store about ten miles out of Boston. The store also sells fresh meats.

It was late in the forenoon, and among others in the store was a lady who had lately moved to a house two or three blocks from the store and who is now a most desirable customer of another store.

The meat cutter was getting a piece of meat ready for an order-route customer and the store's best order man commented that one corner of the meat didn't look right. The meat man cut off part of this corner, and in some way tucked the poor part he didn't cut off into the rest of the meat. As he did so he exclaimed, "She'll never notice it." The order clerk apparently didn't like it and the proprietor was somewhere else. The lady customer, waiting to be waited upon, was standing quite near and overheard the conversation.

That expression, "She'll never notice it," didn't go down with her, and she immediately became a customer at a store further away, but as she telephones most of her orders, distance isn't of much importance. The four words, "She'll never notice it," cost a store a good customer, nevertheless.

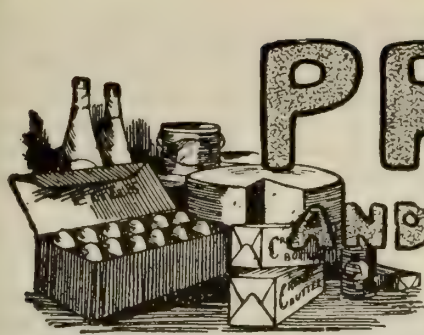
WORTH \$300

Editor, CANADIAN GROCER. — We wish to express our thanks to your publication, CANADIAN GROCER, for information obtained through its editorial and advertising columns. It is the best paper in its line we have ever had the pleasure to examine.

We heartily recommend it to any one in the grocery trade in Canada. A recent issue was the instigation of our placing an order that meant we were able to secure a commodity that no one else had in this city, and was worth ONE HUNDRED times its subscription.

J. McTAGGART & SONS,
Vancouver, B.C.

May 20, 1919.



PRODUCE AND PROVISIONS

Fresh Meat Dept. a Profit Maker

Taking Stock Every Month Gives a Knowledge of Business That Assures Success—
Places the Onus of Making Profits on Department Manager

THERE are a good many grocers who are fearful of enlarging their business in provisions to take in fresh meats. They have a feeling that the business to be gained is beset with so many dangers and difficulties that it is next to impossible to make it a paying venture.

As a matter of fact most of those who have added this department to their business seem to have found it a decided benefit. Mr. Heuther, of Heuther & Todd, Guelph, Ont., is one of the most enthusiastic advocates of the advantages to be gained from the combination of the two departments. So much so is this the case that they have recently taken over another store not far distant from their present stand and are devoting the bulk of their attention to the meat business in this new place of business.

Practical Experience Not Essential

There are merchants who would adopt the idea of a fresh meat department but for the fear that knowing nothing of the business they may be led into difficulties without understanding how or why. There is indeed some danger of this for a man who is inexperienced in the meat business, and unquestionably a good deal of the success of the venture where the merchant is not himself a trained butcher is dependent on the choice of a manager. While this is so the merchant, according to Mr. Heuther, is not as dependent as he might believe. He may not know how to cut meat, but he should know how to take stock, and if he does he has no great reason to fear any very serious difficulties.

Putting the Responsibility on the Manager

Mr. Heuther has a good butcher in charge, but while this is the case his system of checking up the department is none the less of importance. It is a simple matter of putting the onus of making a profit on the manager of the butcher department. The large packing houses that have retail stores have adopted this policy successfully," said Mr. Heuther, so why shouldn't I?" The two departments are kept absolutely separ-

ate, and only lines of goods pertaining to that department are sold under that head. If we have a meat order to give from the grocery department we credit that department for the goods, and if a customer of that department wants groceries the meat department is charged with the goods sold. In this way it is very easy to see whether the business is doing its fair share of the turnover; as a matter of fact the business last year showed that the grocery department had totalled only one-fifth more than the meat department, and the latter has more than made up in the matter of meat profits.

Making the Business Show a Profit

Of course this is not the only necessity. There may be a splendid total of business in a store and yet profits be lacking. There are a hundred and one ways that this can happen. Dishonesty or carelessness of employees, an overbalanced stock or injudicious buying. These factors are especially important where the grocer who is starting a meat department is not a trained butcher.

Monthly Stock Taking

Heuther & Todd have overcome these difficulties by systematic stock taking. "I may not know all about the butcher



The Grocery Department of Heuther & Todd, Guelph, Ont., who are firm believers in the value of a fresh meat department. This department is reached by a door that joins the two stores at the head of the counter shown in the photograph.

business," said Mr. Heuther, "but I do know when stock is not moving evenly, and when stock is piling up too fast. In order to keep posted on these questions, and to be in a position to attend to them in time we have adopted a system of monthly stock taking in this department. We know what we have sold during the month at the end of that period, we know what we have purchased and what stock remains on hand. With this information it is fairly easy to regulate buying, so that danger from too large purchases may be avoided." Then, too, Mr. Heuther keeps a very careful oversight over the daily sales. It does not take a very expert man to get sufficient knowledge of the butcher business to keep the stock even. If flanks and forequarters and the less desirable cuts are in the predominance, that is a fact that even a man with absolutely no butchering experience is able to see. It is then merely a matter of seeing that sales are so regulated as to assure the working off of these cuts. That may be done by featuring them, and by keeping the better cuts out of sight, for the customer is very likely to ask for the goods that are on display.

"But the most important factor in making this business a success we have found to be in choosing a good manager for the department, and then in holding him responsible for its success, and incidentally in making that success a matter of interest to him. By this system you

put a man on his metal, and encourage him to think for himself, and generally to do for the business what he would do were the business his own." That this system has proved effective for the store is pretty well evidenced by their enlarging this department of their business by operating a new store.

PETERBOROUGH FIRM FINDS MEAT BUSINESS PROFITABLE

Fitzpatrick & Geraghty, Peterborough, Ont., conduct a butcher shop in connection with their grocery business. The two are entirely separate, as far as arrangement of the store is concerned, as each has its own entrance from the outside, and from the inside a glass door renders the two shops accessible. This firm believes that a butcher department can be run in conjunction with the grocery business very satisfactorily. It can be operated profitably, they state, with a minimum of cost. The same delivery does for both the grocery and the meat and in this way money is saved. Then again the customers for groceries are largely the customers for meat, and both help the other in the way of bringing new business.

PREPARING THE PURE FOOD SHOW

The Ottawa Retail Grocers' Association are again making elaborate preparations for the Pure Food Show that is held in conjunction with the Central Canada Exhibition at Ottawa, September 6 to

15. The grocers have succeeded in obtaining a 5-year lease of Howick Hall, the largest and most modern building in the exhibition grounds. This gives them double the usual space, which they are confident will be an effective factor in making the Pure Food Show better than ever.

INCREASE IN FOOD PRICES

The British Labor Gazette has made a compilation showing the increase in retail prices of food in various countries since July, 1914. The most striking advance occurred in Sweden, where the rise in costs was 220 per cent. Australia, South Africa and India had the smallest increases, ranging between 31 and 35 per cent. The figures, with the dates on which the calculations were made, follow:

Country	Rise p.ct.	Date
United Kingdom	120	Mar. 1919
France (Paris)	137	Oct. 1918
Portugal (Lisbon)	133	Feb. 1918
United States	75	Sept. 1918
Canada	84	Dec. 1918
Australia	31	Oct. 1918
New Zealand	42	Oct. 1918
South Africa	34	Dec. 1918
India (Calcutta)	35	Nov. 1918
Norway	175	Nov. 1918
Sweden	220	Nov. 1918
Denmark	86	Jan. 1919
Holland (Amsterdam)	103	Dec. 1918

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 3—Produce markets are quite active and especially so with regard to some lines. For instance, lard selling has continued heavy in spite of new advances. There is a big export movement. Shortening is higher and also moving out well. Hogs are easier, but most pork and beef products are held without change, and some of the cuts are quite firm. Ham and bacon are both steady and firm and very active. Butter interest increases as the supplies increase, for the ideal grass weather has helped production and it looks very much as though prices will be lower. The same applies to eggs, and declines are looked for, export markets for both lines being dull. The price of butter in the States is also down and this will have a big influence in forcing local markets lower. Cheese is decidedly firm and higher than it was last week, with receipts very heavy. Chickens are higher and ducks, turkeys and geese have lowered one cent per pound. Fresh fish sales are good and supplies increasing from some points.

Hogs Down Dollar; Cattle Price Unsteady

Montreal
FRESH MEATS.—The market for hogs rules somewhat below last week's figures, sales being made at \$21.50 to \$22. This is in accord with the weaker trend elsewhere. Delivery of hogs has been fair and there is a seasonable out-

turn of dressed. The cattle market is rather unsettled but changes of consequence are lacking.

Hogs, live	21.50	22 00
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	31 00	
Sows (heavy)	25 50	
Hogs (country dressed)	27 50	
Fresh Pork—		
(Steers and Heifers)	(Cows, lamb, Veal)	
Leg of pork	0 38	

Leg of pork (trimmed)	0 39½
Loins (trimmed)	0 42
Loins (untrimmed)	0 38
Spare ribs	0 24
Trimmed shoulders	0 27

Fresh Beef—				
\$0 29	\$0 32	..Hind quarters..	\$0 27	0 30
0 17	0 22	..Front quarters..	0 17	0 20
0 42	0 44	.... Loins	0 35	0 38
....	0 32	.... Ribs .....	....	0 30
....	0 19	.... Chucks .....	....	0 18
....	0 30	.... Hips .....	....	0 29
Calves (as per grade)			0 16	0 22
Lambs, 30-40 lbs. (whole carcass), lb. ....			....	0 34
No. 1 Mutton (whole carcass), lb. ....			....	0 25
Sheep			0 20	0 26

Ham Sales Good; Prices Holding

Montreal.

CURED MEATS.—Summer weather conditions are contributing to a ready sale for cured meats, and these are holding on a firm basis. Hams and bacon are going forward in very fair quantities and at prices that are well maintained. Slightly advanced quotations are made for heavier hams.

Hams—

Medium, smoked, per lb.—	
(Weights), 12-14 lbs.	0 39
14-20 lbs.	0 38½
20-25 lbs.	0 38
25-35 lbs.	0 35

Bacon—

Plain	0 43	0 48
Boneless and trimmed	0 56	
Bacon—		
Breakfast, per lb. (as to qual.)	0 44	0 50
Roll, per lb.	0 32½	0 37

Dry Salt Meats—

Long clear bacon, ton lots....	0 30½	0 31½
Long clear bacon, small lots..	0 31½	0 32½
Fat backs, lb.	0 33	

Barrel Pork—

Canadian short cut (bbl.) 30-40 pieces	68 50
Clear fat backs (bbl.) (40-50 pieces)	67 50
Heavy mess pork (bbl.)	54 50
Bean pork (bbl.) (American) (60-80 pieces)	53 00

Cooked Meats Firm on Revised Basis

Montreal

COOKED MEATS.—On the revised higher basis made last week, cooked meats are moving out very well and the market steadily holds. Sales of cooked ham and tongue are naturally better.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 57	0 59
Jellied pork tongues		0 44
Ham and tongue, lb.		0 32
Veal and tongue		0 25
Hams, roast		0 58
Hams, cooked	0 56	0 58
Shoulders, roast		0 50
Shoulders, boiled		0 50
Pork pies (doz.)		0 85
Blood pudding, lb.		0 12

Lard Again Higher Export Sales Big

Montreal

LARD.—Although there is plenty of lard to be had, prices are very steadily advancing and another half cent has been added to the price this week. The reason assigned for advances is principally the heavy buying for export account and which continues right along. There is much business still in sight.

LARD, pure—

Tierces, 400 lbs., per lb.	0 36½
Tubs, 50 lbs., per lb.	0 37
Pails, 20 lbs., per lb.	0 37½
Bricks, 1 lb., per lb.	0 39

Higher Oil Price Advances Shortening

Montreal

SHORTENING.—Not only the advances for lard this week, but also higher prices for cottonseed oil are attributable as the reasons for advances in this commodity. Quotations are revised upward from 1½c to 2c per pound all around. There is a good demand, particularly with the lard ruling so high.

SHORTENING—

Tierces, 400 lbs., per lb.	0 29½
Tubs, 50 lbs., per lb.	0 29¾
Pails, 20 lbs., per lb.	0 30
Bricks, 1 lb., per lb.	0 32

Margarine is Held; Moderate Selling

Montreal

MARGARINE.—Sales of this are still fairly frequent but there is not much change. Merchants prefer to buy sparingly now that the hot weather has arrived. The price range remains without change of any kind.

Margarine—

Prints, according to quality, lb.	0 35	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Plenty of Butter May Lower Prices

Montreal

BUTTER.—Prices have been held unchanged, but there may be a decline at any time. The tone is an easier one and this is attributed to the larger sup-

ply of fresh grass-made. Providing the weather holds as favorably as it now does, there will be much improvement in delivery from the creameries. One of the interesting developments is that of a lower price basis in the United States, and from which there are practically no standing orders for supplies from this market. In addition to this fact, it must be remembered that the prices obtaining in Great Britain are fixed. It is stated that these are such as to make shipment there unprofitable, or rather impossible on the present selling basis here. There is indication that prices will recede at any time.

BUTTER—

Creamery prints, fresh made	0 58
Creamery solids, fresh made	0 57
Dairy prints	0 49
Dairy, in tubs, choice	0 48

Still Upward Go Cheese Prices

Montreal

CHEESE.—Prices scored considerable advances again, and these, added to the advances mentioned last week, make a very high basis for the various grades. Old cheese, for instance, is as high as 35c per pound. The advices received from day to day from the country indicate that the various cheese boards are making new records in the matter of price. That the high markets are proving a stimulus to business is evidenced from the fact that over 11,000 boxes more were received in Montreal last week than in the same week of 1918, while butter receipts were substantially the same. Selling is not so active, but the undertone is strong.

Cheese —

New, large, per lb.	0 33
Twins, per lb.	0 33½
Triples, per lb.	0 34
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 34 0 35

Eggs Will Decline With Small Orders

Montreal

EGGS.—That there will be a reduction of price on eggs is frankly expressed by a large buyer here. Export orders have fallen off greatly; the produce houses have been doing a lot of candling and there is really quite a surplus at this time. So soon as candling has been about completed, if there is not a resumption of orders from abroad, it is evident that prices must decline. Production continues large, and buyers have been advised for several days past not to buy eggs at all. It is stated further that country buying prices are around 47c at this time, with plenty to be had if wanted. There may be a considerable slump within the week.

EGGS—

No. 2	0 49
New laids	0 56

Advance For Chickens; Reduction on Ducks

Montreal.

POULTRY.—Increased demand from outside the city is a firming factor this week and prices scored higher for chickens, the increase amounting to one cent per pound. A full carload was

shipped by one firm to Toronto. Local demand also is good. The market for geese, ducks and turkeys has ruled a little easier on the other hand, and reductions total one to two cents. There is a good supply of ducks and they are meeting with favorable sale.

POULTRY—

Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)		0 46
Young Domestic	0 38	0 40
Turkeys (old toms), lb.		0 49
Turkeys (young)		0 50
Geese	0 30	0 31
Old fowls (large)		0 36
Old fowls (small)		0 32

Fresh Fish Demand; Delivery is Fair

Montreal.

FISH.—Excepting from the Far West and from the Winnipeg district, fish delivery is better and lake fish are coming to hand in good variety and frequent supply. There is a tendency to lower levels on some lines and the price of halibut promises to be reasonable this summer compared with that of last season. Lobster selling has been active and there is good sale for various lake fish.

FRESH FISH

Carp, per lb.	0 09	0 10
Bullheads (dressed)		0 13
Gaspereaux, each		0 06
Haddies	0 12	0 13
Fillet Haddies		0 18
Haddock	0 07	0 08
Halibut, Eastern	0 21	0 22
Halibut (Western)	0 20	0 21
Steak Cod	0 10	0 11
Market Cod	0 06½	0 07
Flounders		0 10
Prawns		0 40
Pike—lb.	0 12	0 13
Live lobsters	0 23	0 24
Boiled lobsters	0 18	0 20
Salmon (B.C.) per lb., Red	0 29	0 30
Lake trout	0 19	0 20
Mackerel		0 20
Shrimps	0 35	0 40

FROZEN FISH

Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock		0 06½
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod		0 05½
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod		0 08
Gaspe Salmon, per lb.	0 24	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large		0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.		6 00
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.		\$20 00
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel		15 00
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)		0 20
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)		0 19
Boneless cod (2-lb.)		0 23
Shredded codfish (12-lb. box)		2 50
Dried codfish (100-lb. bbl.)		20 00

PICKLED FISH

Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel		12 00
Do., half barrel		6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)		26 00
Salmon, B.C. (200 lbs.)		24 50
Sea Trout (200-lb. bbls.)		25 00

Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16
OYSTERS	
Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50

Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	9 00
SUNDRIES	
Paper Oyster Pails, 1/2 per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, 1/4-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, June 5—Higher quotations are again ruling for dressed fresh pork. Some advances are also noted in the smoked meats, and cooked meats are experiencing a big demand at steady prices. Butter and eggs are at lower levels, and the trend is towards even easier prices. Cheese advanced again this week.

Dressed Fresh Pork is Again Higher

Toronto.

FRESH MEATS.—Quotations on all dressed fresh pork are higher this week as compared with last. Buyers are talking lower bids for live hogs, but at present the prices are still very high. Fresh legs of pork up to 18 lbs. are quoted at from 37 to 38 cents per lb., and loins of pork at from 42 to 43c. Tenderloins are higher at from 48 to 50c. Beef quotations are easier in some instances, whole loins being quoted at from 33 to 36c, and short loins at from 35 to 40c. Lambs, whole, are easier at from 28 to 30c, and sheep at from 20 to 22c.

FRESH MEATS

Hogs—	
Dressed, 70-100 lbs., per cwt.	\$30 00
Live, off cars, per cwt.	21 50
Live, fed and watered, per cwt.	21 25
Live, f.o.b., per cwt.	20 25
Fresh Pork—	
Legs of pork, up to 18 lbs.	0 37 0 38
Loins of pork, lb.	0 42 0 43
Tenderloins, lb.	0 48 0 50
Spare ribs, lb.	0 20 0 21
Picnics, lb.	0 29
New York shoulders, lb.	0 28
Montreal shoulders, lb.	0 29
Boston butts, lb.	0 33
Fresh Beef—From Steers and Heifers—	
Hind quarters, lb.	0 26 0 30
Front quarters, lb.	0 16 0 18
Ribs, lb.	0 24 0 30
Chucks, lb.	0 13 0 18
Loins, whole lb.	0 33 0 36
Do., short, lb.	0 35 0 40
Hips, lb.	0 26 0 27
Cow beef quotations about 2c per lb. below above quotations.	
Calves, lb.	0 18 0 25
Lambs, whole, lb.	0 28 0 30
Sheep, whole, lb.	0 20 0 22
Above prices subject to daily fluctuations of the market.	

Provision Prices

Slightly Higher

Toronto.

PROVISIONS.—Medium hams are quoted slightly higher this week at from 46 to 48c per lb. Breakfast bacon is selling at from 47c to 49c per lb. The market for provisions is very strong, but for the most part quotations are unchanged from last week. There is a good demand for all lines.

Hams—	
Medium	0 46 0 48
Large, per lb.	0 39 0 42
Bacon—	
Skinned, rib in	0 48 0 51
Boneless, per lb.	0 55 0 58
Bacon—	
Breakfast, ordinary, per lb.	0 47 0 49
Breakfast, fancy, per lb.	0 50 0 53
Roll, per lb.	0 35 0 38
Wiltshire (smoked sides), lb.	0 40 0 42
Dry Salt Meats—	
Long clear bacon, av. 50-70 lbs.	0 30 0 32
Do., av. 70-100 lbs.	0 30

Fat backs, 16-20 lbs.	0 32
Out of pickle, prices range about 2c per pound below corresponding cuts above.	
Barrel Pork—	
Mess pork, 200 lbs.	55 00 58 00
Short cut backs, bbl., 100 lbs.	60 00 63 00
Pickled rolls, bbl., 200 lbs., heavy	59 00 60 00
Do., do., do., lightweight	62 00 63 00
Above prices subject to daily fluctuations of the market.	

Big Demand For All Cooked Meats

Toronto.

COOKED MEATS.—Boiled and roast hams are unchanged from last week's boiled has been selling to the trade at 58c and roast hams at from 58c to 59c. Jellyed ox tongue is selling at from 55c to 56c per lb. The advent of warm weather has resulted in a big demand for all cooked meats.

COOKED MEATS

Boiled hams, lb.	0 58
Hams, roast, without dressing, lb.	0 58 0 59
Shoulders, roast, without dressing, per lb.	0 50 0 51
Head Cheese, 6s, lb.	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 25 0 00
Choice Jellyed Ox Tongue, lb.	0 55 0 56
Pork and Tongue, lb.	0 34
Above prices subject to daily fluctuations of the market.	

Lard Sells at Strong Prices

Toronto.

LARD.—Packers are quoting lard this week at from 35 3/4c to 36c, tierce basis. Demand for lard is very heavy at the present time.

Lard, tierces, 400 lbs., lb. 0 35 3/4 0 36
In 60-lb. tubs, 1/2c higher than tierces, pails 3/4c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Shortening is Quoted Higher

Toronto.

SHORTENING.—There is a very firm market for shortening just now. Quotations are stronger than last week, at from 28 3/4c to 30c per lb., tierce basis.

Shortening, tierces, 400 lbs., lb. 0 28 3/4 0 30

Cheese Continues Upward Trend

Toronto.

CHEESE.—Dealers paid 31 1/2c per lb. on the cheese boards last week, and they are selling large cheese to the trade at from 33 1/2c to 34c. New Stiltons are selling at 35c.

Cheese—	
New, large	0 33 1/2 0 34
Stilton (new)	0 35

Twins 1/2 lb. higher than large cheese. Triplets 1 1/2c higher than large cheese.

Price Trend is Lower on Butter

Toronto.

BUTTER.—There is an easier market in butter this week. The market is easier at Montreal, and Toronto market has been influenced largely by conditions there. Packers report supplies heavy and prices should come down to even lower figures. Several lots of butter offered on the Toronto Produce Exchange did not receive a single bid this week, and this is taken to indicate that prices will see still further recessions. Dealers are now selling to the trade at from 54c to 55c.

Butter—

Creamery prints (fresh made).	0 54	0 55
Creamery solids (fresh made)	0 53	0 54
Dairy prts, fresh separator, lb.	0 50	....
Dairy prints, No. 1, lb.	0 46	0 48

Egg Receipts Heavy; Prices Go Lower

Toronto.

EGGS.—Easier prices also prevail in the market for eggs. Supplies are fairly heavy, and packers are able to quite easily fill storage requirements, and there are still ample for the consuming public. Dealers are buying them this week at 46c, and they are selling to the trade at 53c. New laids in cartons are selling at from 54c to 55c per dozen.

Eggs—

New laids in cartons, doz.	0 54	0 55
New laids, doz.	0 53	....

Prices shown are subject to daily fluctuations of the market.

Margarine Still Has Good Demand

Toronto.

MARGARINE.—Margarine continues to sell well at from 35c to 36c per lb. for number one quality. Number two margarine is quoted at from 32c to 34c, and number three at from 28c to 29c.

Margarine—

1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Little Moving in Poultry Market

Toronto.

POULTRY.—The market for poultry is quiet, and prices are for the most part unchanged. The demand is largely being met by frozen stuff, there being very few fresh fowl coming forward. Spring chicken is slightly higher this week at from 65c to 70c per lb.

Prices paid by commission men at Toronto:

	Live	Dressed
Ducks, lb.	\$.....\$0 35	\$.....\$0 40
Turkeys, old, lb.	.....	0 40-0 42
Do., young, lb.	.....	0 45
Roosters, lb.	0 25	0 28
Fowl, 4 to 6 lbs., lb.	.....	0 40
Fowl, over 6 lbs., lb.	0 35-0 40	.....
Fowl, under 4 lbs., lb.	0 28	0 30-0 35
Chickens, over 5 lbs., milk fed, lb.	.....	0 38
Prices quoted to retail trade:		
		Dressed
Hens, heavy	\$0 35	\$0 40
Do., light	0 34	0 36
Chickens, spring	0 65	0 70
Ducks	0 40	0 42
Turkeys	0 47	0 50

Fresh Fish Have Good Inquiry

Toronto.

FISH.—There is a very good demand for the fresh fish just now, and of course the fresh kind take precedence over the frozen stuff. Fresh lake fish are now coming forward in larger numbers. Fresh mackerel is selling this week at 15c per lb. Trout is 16c, and smelts are now practically off the market. Fresh white fish is also selling at 16c.

FRESH SEA FISH

Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads on, lb.	0 11	0 12
Halibut, chicken	0 21	0 23
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10
Soft shell crabs, doz.	1 75	2 00
Fresh sea bass		0 30

FRESH FROZEN SEA FISH

Cod Steak, lbs.	0 09
Do., market, lb.	0 05
Flat Fish, B.C., lb.	0 10
Flounders, lb.	0 08
Gaspereau, lb.	0 05½
Haddock, lb.	0 07
Herring, lb.	0 06
Mackerel, lb.	0 11
Salmon, Cohoe, lb.	0 19
Do., Qualla, lb.	0 12½
Do., Red Spring, lb.	0 23
Do., Gaspe, lb.	0 24
Smelts, No. 2, lb.	0 09
Do., No. 1, lb.	0 17
Do., Extra, lb.	0 25
Tomcods, lb.	0 07

FRESH LAKE FISH

Lake herring, lb.	0 12
Trout, lb.	0 16
Whitefish, lb.	0 16
Mullets, lb.	0 05
Fresh pickerel	0 20
Ciscoes	0 16
Pike	0 12
Fresh Mackerel	0 15

FROZEN LAKE FISH

Herrings, Lake Superior	0 03
Do., Lake Erie, lb.	0 06
Mullets, lb.	0 07
Pickerel, lb.	0 14
Pike, round, lb.	0 07
Tulibeas, lb.	0 09
Whitefish, lb.	0 11

A HUNDRED MILLION FOR COFFEE Annual Bill of the United States Reaches This Enormous Total

The average American consumes ten pounds of coffee a year. And the coffee habit is growing according to a compilation of facts about the industry by the National City Bank of New York.

During the last five years America's taste for coffee has cost on the average \$113,000,000 (importers' price). Over the same period, an average of 1,175,000,000 pounds of coffee a year have been brought into the country. The United States Government recently took control of coffee imports.

Brazil is, of course, the world's chief coffee producer, supplying, in fact, nearly three-fourths of the coffee of the world. In the coffee year 1900-01 Brazil produced 11,280,000 bags (of 132 pounds each) of the world production of 15,070,000; in 1911, 10,548,000, out of the world production of 14,524,000, and in the coffee year 1917-18, according to the best estimates now available, Brazil's product was 17,000,000 bags out of a world total of 22,000,000, the 1917-18 crop, both in Brazil and the world at large, having been larger than in any preceding year, except in 1906-07, when the world's

total was 23,786,000 bags and that of Brazil 20,190,000 bags.

The United States is entirely dependent upon other countries for coffee except that supplied by her own islands, Porto Rico, Hawaii and the Philippines. The quantity of coffee sent from Porto Rico to the United States in the fiscal year 1918 was 256,697 pounds, valued at \$39,064, or an average of about 15 cents per pound, against the average price of about 9 cents for that brought from foreign countries. Our own consumption of Porto Rican coffee, however, is but a comparatively small part of her product, since she sent to foreign countries in 1918 about 40,000,000 pounds, most of it going to Spain and France, where Porto Rican coffee has always been popular. We brought also in 1918 about 2,000,000 pounds of coffee from the Hawaiian Islands, valued at \$276,000, or an average of about 15 cents per pound; while from the Philippines the quantity imported was extremely small, the only record of coffee imported from these islands in recent years having been in 1916, 1,200 pounds, valued at \$203.

SUBSCRIBE FOR ONE GOOD TRADE PAPER

"Does a good grocery trade paper come to your store?"

"Every retail grocer should take at least one such paper, for in no other way can he keep informed on the big things that are going on all over the country which have a direct bearing on his business.

"Some merchants rely on some one or two traveling salesmen who call on them regularly, and in whom they have confidence, to keep them posted on what is happening in the trade. This is fine so far as it goes and sometimes you will find a salesman who is a regular mine of honest to goodness information.

"And sometimes you find that it was mis-information.

"The function of the grocery trade paper, as your secretary sees it, is to furnish news of matters which will affect your business, to tell you of new (and old) methods of merchandising which may prove helpful to you, to conduct a department which will interest your clerks and show them the possibilities and the responsibilities of their position and in these very specific ways to help you keep your business on the high plane where it belongs.

"The grocery store of twenty years ago with its dingy windows and dirty, disorderly, disgustingly unsanitary interior has very largely disappeared and perhaps no one factor has been more largely responsible for this change than the trade paper.

"I have access to the daily reports of almost a hundred salesmen, covering every part of the United States and Canada, but no matter how detailed these reports may be I do not get the real "feel" of things until the grocery trade papers which come to my desk have been read.

"You can make no better investment than a subscription to at least one such

paper."—W. T. Sherer in "The Sherer Counter Guard."

HOW TO HANDLE ACCOUNTS RECEIVABLE

Please Send Fuller Data
(Continued from page 26)

Another grocer writes me:

Will you kindly give me advice in regard to the enclosed statement. I started in business May 1, 1915, with \$700 borrowed money—no capital of my own. Is your advice to clean up on charge accounts and reduce stock on hand?

Statement

Assets—	
Cash in bank	\$ 866.19
Cash on hand	257.20
Accounts, good	1,687.36
F. & L., less depreciation	675.00
Stock on hand	3,402.30
	\$6,888.05
Total Liabilities	4,246.06
Net worth	\$2,641.99

I certainly should hesitate to prescribe a remedy to anybody on the basis of such a meagre diagnosis of his case. I want to know the nature in detail of those liabilities. \$4,000 of the total may be a mortgage on property not due for ten years, or every cent may be current indebtedness. Obviously, such factors make wide differences.

In general, I should say that any man whose net equity in his possessions is only about 40 per cent. of the total, who owes for 60 per cent. of his entire business, should begin readjusting things at once. There is \$1,233.39 in hard cash on hand. My disposition would be to pay \$1,000 on indebtedness as a first, most vital step. That would get the indebtedness down to less than my stock, at least—apparently a very desirable thing. Next, most decidedly you should begin to work against that stock. Merchandise already has begun to decline against which I have warned merchants strongly during the past year or two. It may drop rather rapidly, especially in some lines. To sell steadily as rapidly as possible, and buy only as absolutely forced to buy, and then in the very smallest quantities, that is the right course to pursue from now onward.

True, here is a man who began with nothing, and now has \$2,600; but he began on a market rising every day, and which has risen pretty steadily since. Now is the time to play safe. Will you give me more details?

CANADIAN CHUM SALMON GOES TO FIJI ISLANDS

The export section of the Canadian Trade Commission granted a permit yesterday to export British Columbian Chum salmon to a merchant in the Fiji Islands. This is the first considerable order received in the Dominion for very many months from this market.



**VEGETABLES
PROPERLY
DISPLAYED
WILL BRING
MORE TRADE**

*Illustrated
Catalogue
on Request*

DISPLAY STAND and MIST MACHINE

Keeps Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

The W. A. FREEMAN COMPANY, Limited
HAMILTON - ONTARIO

Branches at Toronto, Montreal, Winnipeg

Hams

Hams are cheaper than either Breakfast or Back Bacon. We have them Smoked for either Boiling or Frying. We have them Pickled for Boiling only. We have them also cooked ready to serve and we have them fresh for roasting. Small, Medium and Large in Size. Let us have your order for them.

F. W. FEARMAN CO
LIMITED
HAMILTON

**ARTIC
COUNTER
REFRIGERATOR
IN TWO SIZES:**

No. 996—72 inches long, 27 inches wide, 36 inches high: shipping weight, 600 lbs.

No. 998—96 inches long, 27 inches wide, 36 inches high: shipping weight, 775 lbs.



Jog Up The Lagging Desire To Buy

**THIS ARTIC COUNTER REFRIGERATOR WILL
HELP KEEP SUMMERTIME SALES UP TO PAR**

You don't need to suffer smaller sales in summer just because sweltering weather puts people in that "can't-be-bothered" state of mind and lowers their desire to buy.

Just as the mind doesn't care to exert itself in summer, so it will respond most readily to outside suggestion.

Fill up the clean, white tile floor and slatted wood trays of an Arctic Counter Refrigerator with your summertime perishables and watch the way people will begin to find their appetites and their desire to buy delicious, fresh, cooling eatables.

An Arctic Counter Refrigerator is the biggest sales-bringer you could employ for summer trade, and its cold, dry air circulation to all parts ensures absolute protection. The glass top and sides make it easy to view contents from any angle. Adds greatly to the appearance of your store. Write for free catalogue to-day.

JOHN HILLOCK & CO., Limited

Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Keep "Easifirst" where your customers can see it

—It will sell itself—

Once your customer knows "Easifirst" she seldom changes.

Phone Junction 3400

GUNNS LIMITED

WEST TORONTO



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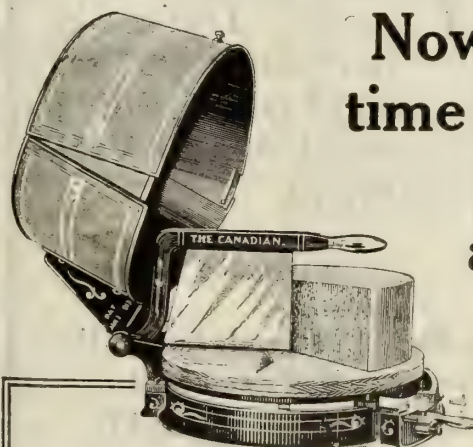
HEINZ Baked Beans

Tie up your store with our national advertising—use Heinz display material, posters, cards window trims, booklets and folders.

Illustrations like the one at the left furnished free to grocers for their printed advertising. Ask your Heinz salesman.



57



The CANADIAN Open

Now is the time you will really appreciate it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in $\frac{1}{4}$, $\frac{1}{2}$ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$15.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

57

57



Have No Hesitation in choosing 'Bluenose' Butter

it always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

*Attractively Labeled
Bottles--2 Sizes.*

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

The Demand is There

When your customers order thirst-quenchers and find you do not stock them—a sale is lost. Take advantage of this demand by laying in a stock now and recommending

O'Keefe's GINGER ALE

O'Keefe's is well and favorably known. Quality backed by liberal publicity makes it an easy proposition to sell. Besides—O'Keefe's Beverages bear a liberal margin of profit and are repeaters.

It will pay you to enquire about the O.K. Brands:

Special Pale Dry Ginger Ale, Belfast
Ginger Ale, Sarsaparilla, Cola,
Lemonade, etc.

O'Keefe's, Toronto

Phone Main 4202

Oranges California Lemons and Early Vegetables

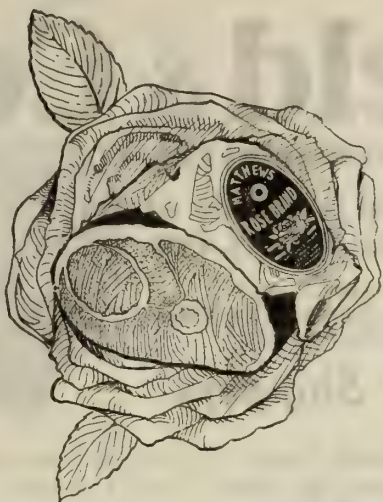
We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

ORDER YOUR CANNING
BOX SHOOKS REQUIRE-
MENTS FOR 1919 NOW
AND ENSURE GOOD
DELIVERIES.

W. C. EDWARDS & COMPANY, LTD.
OTTAWA - ONTARIO



Profit or Loss

Your profit or loss depends chiefly on your good judgment in buying.

Stock products that are hard to sell, that need work and time to push them and you lose money steadily.

Stock products for which there is a created demand and the resulting quick turnovers soon swell your income.

For

ROSE BRAND PRODUCTS

The Demand Has Been Created

By systematic advertising in the magazines and large dailies of this country, we convince the public of the merits of Rose Brand Products and assist our dealers to make more sales. Sell the following Rose Brand Products and watch, not only the quick turnovers, but the repeat orders from satisfied customers.

Rose Brand Lard—rendered from the raw leaf, “tried” in the old-fashioned way. It is incomparable as to purity and flavour—the finest lard sold.

Rose Brand Bacon and Ham—unequalled for sweetness in cure and flavour.

Rose Brand Sausages—made from the choicest pork, lean and fat proportionately mixed.

Our nearest Plant will Fill your Orders promptly by Express

Matthews-Blackwell, Limited

Manufacturers also of the famous “Snowflake” Brand Shortening

Plants at:

TORONTO MONTREAL HULL
PETERBORO BRANTFORD

Branch Houses:

WINNIPEG FORT WILLIAM OTTAWA
SYDNEY HALIFAX

Canada Food Board License No. 13-85.



Are You Satisfied

Is your stock of canned sea foods pulling the kind of results that keeps your cash drawer filled? Or do they seem to lack the qualities that mean steady, continuous sales and spell "profit" and bigger business?

BRUNSWICK BRAND SEA FOODS

give mutual satisfaction to dealer and customer. Their quality is guaranteed by the most careful selection and the most modern equipment.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kipperd Herring
Herring in Tomato Sauce
Clams

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loadly, London"
Codes (Private): A. B. C. 4th and 5th Editions.
Western Union and Bantleys.

Direct Shippers



Portuguese Sardines, French Sardines, Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

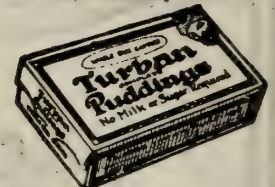
Proprietors of

Turban BRAND BUSREH Dates



IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings



Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

OBAYO REAL SARDINES



The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application



Customers Appreciate being Answered Promptly

The merchant that gives particular attention to telephone calls and who answers promptly and pleasantly is bound to increase his trade, for he gains the good-will of his customers.

The Bell Telephone Co. of Canada

"Good Service . . . our true intent."



J. TOBIN & SONS

Representing

British Export Service Co.

of England

NEW MONEY MAKER FOR THE GROCERS

CELEBRATED

English Lavender

Picked when in full bloom

Handsome Silent Show Case furnished free.

Are You Interested?

J. TOBIN & SONS

OTTAWA, ONT.

"A
National Perfume"



Sell Scotch Snack to every Camping Party

It keeps fresh, sweet and appetizing in the warmest weather. For Sandwiches it is unexcelled and it makes delightful Salads, and Croquettes. Not a bit of waste. Every particle is eatable.

We Guarantee the sale

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

Ontario Agents—Walter G. Bayley, 20 Front St. E., Toronto. Phone Main 2226
Western Agents—Watson & Truesdale, Winnipeg

SEASON 1919

Many of the restrictions upon the exportation of our productions during the war have now been removed, and others are about to be rescinded.

We hope shortly to again be able to ship to our Canadian friends our

**"Old English Xmas Pudding," packed in tins and basins.
Silver Medal. Cream Stilton Cheese.**

Particulars and enquiries from Hamblin Brereton, 256 Lemoine St., Winnipeg; Chapman, Montreal.

TUXFORD & NEPHEWS, MELTON MOWBRAY, ENGLAND

Malcolm Milk Products

Offer You Real Good Profits

And it's easy to sell Malcolm's. Because they are quality—every drop of them—the equal of any imported milk products whatsoever.

Just have the housewife try Malcolm's once. Recommend Malcolm's to her. She'll like it—that's sure. And repeats are certain to follow.

Send for a 5-case trial supply. We'll deliver it free to your store provided the latter is situated in Ontario, Quebec or the Maritimes.

We pay freight up to 50c per 100 lbs.

Malcolm Condensing Company, Limited
ST. GEORGE, ONTARIO



VOL-PEEK

A Fast Seller with Big Profits

15cents

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at $\frac{1}{2}$ cent per mend. Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory. Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, \$2.25. 60% profit for you.

Order through your jobber or direct to—

N. NAGLE & CO.

(Owning and operating Vol-Peek Mfg. Co.)
BOX 2024, MONTREAL, CANADA



COSTS ONLY $\frac{1}{2}$ ¢ FOR EACH MEND

SUMORE

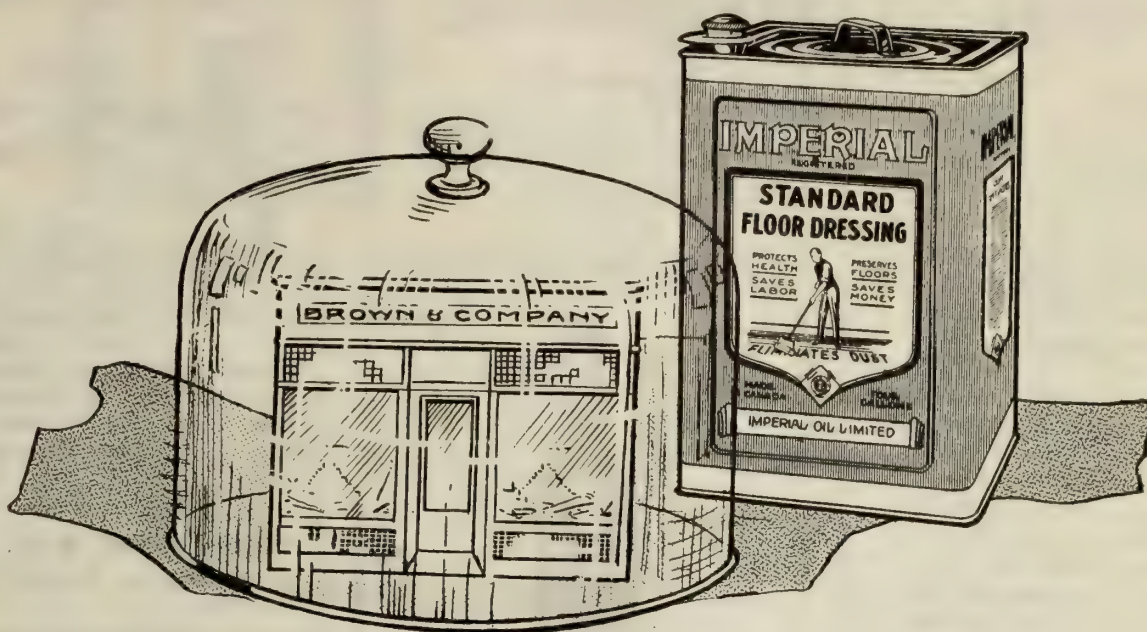
The Perfect Peanut

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.



Insure Your Reputation for Spotless Cleanliness

Any store draws trade when it has a reputation for fresh, bright stock and clean floors. Customers are attracted by clean stock as much as by any other feature of store service.

STANDARD Floor Dressing

the non-evaporating, sanitary wood-**preservative** thoroughly cleans the surface of wood, linoleum and oil-cloth. It also **effectively prevents dust from rising**.

Imperial Standard Floor Dressing holds the dust so that it can be collected and removed from the store.

One gallon is sufficient to cover 500 to 700 square feet of floor space and last for several months. It is easily and quickly applied with an ordinary sprayer. Get a supply and apply it to your floors and shelves—ask the Imperial Oil man when he calls or ask our nearest branch.

IMPERIAL OIL LIMITED
BRANCHES IN ALL CITIES

Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

"What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer
143-153 University Ave.
Toronto

The Quality of HOLBROOKS Imported WORCESTERSHIRE SAUCE

is beyond question



Made and Bottled
in England

YOU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicate piquancy—an exquisite "zest"—to every drop of Holbrooks that wins approval from hard-to-please-people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

Holbrooks, Ltd.
Toronto and Vancouver

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

MAKE AND
KEEP GOOD
CUSTOMERS

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

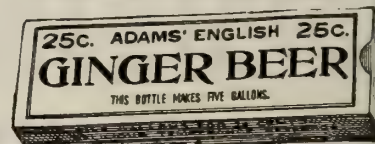
MADE IN CANADA

WALTER BAKER & CO. Limited
Montreal, Can. Dorchester, Mass.

Established 1780

HOME-MADE SUMMER DRINKS

are easily prepared with
ADAMS' ROOT BEER and
ADAMS' GINGER BEER



25c bottles make 5 gallons
15c bottles make 2 gallons
25c sizes \$2.10 per dozen, \$24.00 per gross
15c sizes \$1.20 per dozen, \$14.00 per gross

Manufactured and for sale by

PARKE & PARKE, LIMITED
MacNab St. and Market Sq. HAMILTON, Ont.

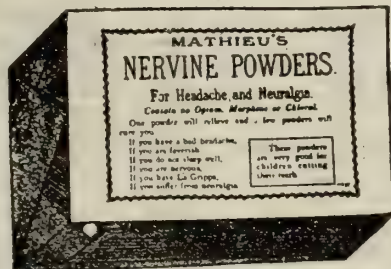
The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the livest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.



You'll sell more Cow Brand than any other because

for over seventy years it has been the housewife's favorite, giving her a satisfactory service not equalled by any other brand on the market.

Church & Dwight, Ltd.
MONTREAL



Mathieu's Nervine Powders

—not a cure-all, but a reliable little remedy for Headache, Neuralgia and kindred complaints.

Spring and Summer offers an opportunity to sell Mathieu's Nervine Powders to advantage.

J. L. Mathieu Co.

PROPRIETORS
SHERBROOKE, QUEBEC



Known and asked for
the world over---

KEATING'S

The Universal Insecticide

Are you profiting by the constant demand for this proven insecticide? Keating's never fails to destroy all insect life with which it comes in contact. Every private home and public building is a prospect for you. Keating's kills.

Flies Fleas Mosquitoes Ants
Wasps Beetles Bugs
Cockroaches or Moths

and is a steady seller all the year 'round. Keep your stock well supplied.

Made by **THOMAS KEATING, London, England**
Established 1788

SOLE AGENTS FOR CANADA

HAROLD F. RITCHIE & CO., Limited
10 McCaul Street, TORONTO

KEYSTONE BRAND

SATISFACTION

Satisfied customers are your assurance of repeat orders. "Nugget" Brooms are giving complete satisfaction to thousands of women, who want a good quality broom of light weight.

NUGGET BROOMS

are in steady demand. If you aren't stocking them, you're losing customers and money.

Write for prices and particulars to

STEVENS-HEPNER CO. LIMITED

PORT ELGIN, ONT.

Makers of the famous Keystone Line.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -

SIFTO SALT IT FLOWS BEST FOR TABLE USE

Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer. Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt “winners” you cannot afford to overlook. Stock them both.



CENTURY SALT BEST FOR GENERAL USE

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you.

DOMINION SALT CO., Limited SARNIA, Canada
Manufacturers and Shippers

Our advertising to your customers has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America, and, therefore, one of the most profitable to the dealer.



Del Monte
CALIFORNIA FOOD
PRODUCTS

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

“Aylmer” Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Currant, Black	3 90
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 90
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

“AYLMER” PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 00
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS “DOMINION BRAND”

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

¼ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62½
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 50
Pints, Red Seal	2 00
Qts., Red Seal	2 80
Galtons, Red Seal	7 45

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans	7 75
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EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	6 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 6s, \$34.75.	
English Brawn — ½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—½s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95. \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered



Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)

"Crown"



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, QUE.

Incorporated.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

RICE FLOUR

*Healthy
and
Nourishing*

This product, when blended with other flour, makes whiter bread and better bread. You will be surprised at the difference it makes.

*Wholesome
and
Nutritious*

Use anywhere from 10% to 20% Rice Flour.

Mount Royal Milling and Mfg. Co., Limited

Agents:

D. W. Ross Co., Montreal

Mills at

Montreal and Victoria, B.C.

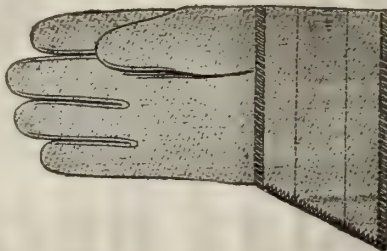
TAPATCO

REGISTERED TRADE MARK



Ask your wholesaler to send you a stock of these gloves

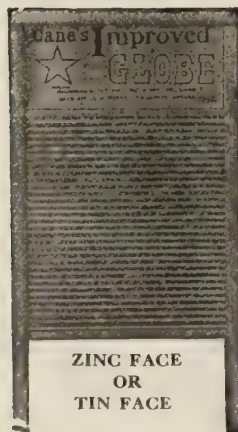
The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAP-ATCO style and weight for every purpose. Show an assortment in your windows.



The American Pad and
Textile Company
Chatham, Ontario

CANE'S WASHBOARDS

They look good—and they are



ZINC FACE
OR
TIN FACE

The flawless, well-made rubbing plates of "Cane" Washboards that wear so long and give such good satisfaction are backed up by clear, white basswood, free from splinters. They look so clean and perfect that every housewife "just knows" she can do better work with one of these "Cane" Washboards.

Diamond King—Glass rubbing plate.
Improved Globe—Zinc rubbing plate.
Original Globe—Extra heavy back, zinc rubbing plate.

Western King—Enamel Washing plate.

Your jobber has all these, as well as all the other lines of Cane Woodenware.

The Wm. Cane & Sons Company, Ltd.
Manufacturers
NEWMARKET, ONTARIO

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.

Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15c; 50s, 15c.

Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.

With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25;

Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mut-

ton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25.

Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato,

\$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35;

Soups and Bouilli, 6s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s,

\$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.

Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s,

\$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45;

2s, \$1.90.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.

Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.

Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.

Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.

Tongue, Ham and Veal Pates—½s, \$2.30.

Ham and Veal Pates—½s, \$2.30.

Smoked Vienna Style Sausage—½s, \$2.45.

Pate De Foie—¼s, 75c; ½s, \$1.40.

Plum Pudding—½s, \$1.90; 1s, \$3.85.

Potted Beef Ham—¼s, 75c; ½s, \$1.40.

Beef—¼s, 75c; ½s, \$1.00.

Potted Tongue—¼s, 75c; ½s, \$1.40.

Potted Game (Venison)—¼s, 75c; ½s, \$1.40.

Potted Veal—¼s, 75c; ½s, \$1.40.

Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.

Devilled Beef Ham—¼s, 75c; ½s, \$1.40.

Beef—¼s, 75c; ½s, \$1.40.

Devilled Tongue—¼s, 75c; ½s, \$1.40.

Veal—¼s, 75c; ½s, \$1.40.

Devilled Meats (Assorted)—¼s, 80c; ½s, \$1.45.

In Glass Goods

Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.

Ox Tongue—1½s, \$14.50; 2s, \$19.70.

Lunch Tongue (in glass)—1s, \$9.90.

Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.

Mincemeat (in glass)—1s, \$3.25.

Potted Chicken (in glass)—¼s, \$2.40.

Ham (in glass)—¼s, \$2.40.

Tongue (in glass)—¼s, \$2.40.

Venison (in glass)—¼s, \$2.40.

Meats, Assorted (in glass)—\$2.45.

Chicken Breast (in glass)—½s, \$8.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.

Peanut Butter—¼s, \$1.35; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

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MUSTARD

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D.S.F., ¼-lb. \$2 80

D.S.F., ½-lb. 5 30

D.S.F., 1-lb. 10 40

R.D., ¼-lb. Per jar

Durham, 1-lb. jar, each ... \$0 60

Durham, 4-lb. jar, each ... 2 25

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LIMITED.

Toronto and Montreal
KLIM

Hotel \$13 50

Household size 8 25

Small size 5 75

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Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.

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Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—

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40 lbs., Canada Laundry09½

40 lbs., 1-lb. pkg., Canada White or Acme Gloss,10

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10½

100-lb. kegs, No. 1 white10

200-lb. bbls., No. 1 white10

30 lbs., Edwardsburg Silver Gloss, 1-lb. chrono pkgs.11½

48 lbs., Silver Gloss, in 6-lb. tin canisters13

36 lbs. Silver Gloss, in 6-lb. draw lid boxes13

100 lbs., kegs, Silver Gloss, large crystals11

40 lbs., Benson's Enamel, (cold water), per case ... 3.25

Celluloid, 45 cartons, case ... 4.50

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40 lbs. Canada Pure or Challenge Corn09½

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(20-lb. boxes, ¼c higher, except potato flour)

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THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1

doz. in case ... \$4.00

2-lb. tins, 2 doz. in case ... 5.15

5-lb. tins, 1 doz. in case ... 5.75

10-lb. tins, 1 doz. in case ... 5.45

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(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. \$0 07½

Half bbls., about 350 lbs. ... 0 08

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2-gal. wooden pails, 25 lbs. ... 2 45

3-gal. wooden pails, 35½ lbs. ... 3 65

5-gal. wooden pails, 65 lbs. ... 5 90

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2-lb. tins, 2 doz. in case ... \$5 65

5-lb. tins, 1 doz. in case ... 6 25

10-lb. tins, ½ doz. in case ... 5 95

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(5, 10, and 20-lb. tins have wire handles)

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1 lb. \$4 00

½ lb. 2 00

Robinson's Patent Groats—

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Metal Outfits, Black and Tan ... 4 85

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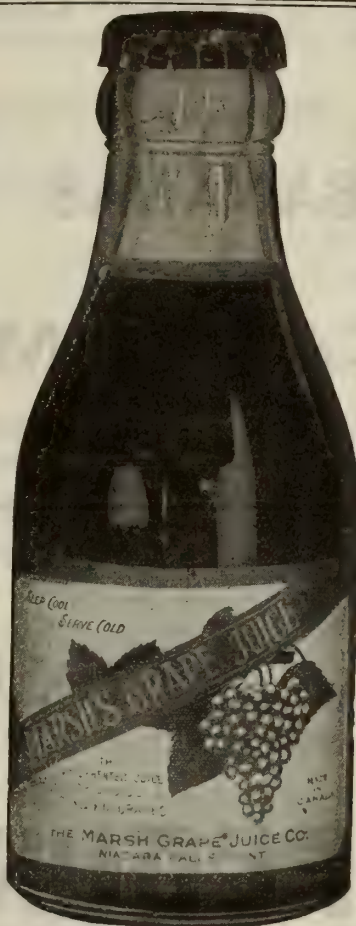
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We foretold last week that they would be much higher. They are. Better get busy quick.

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Griffin Seedless, - - - - -	11oz.	-	13 ³ / ₄
Thompson Seedless, Natural, - -	25s	-	17 ¹ / ₂
Thompson Seedless, Bakers, - -	25s	-	18
3 Crown Muscatels, fine quality, -	25s	-	15 ³ / ₄
3 Crown Muscatels, rain damaged,	25s	-	11 ³ / ₄

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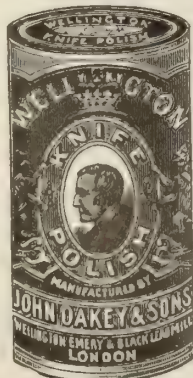
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ROPE AND
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Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

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BABBITS

Soap Powder, case 100 pkgs..	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

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Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case 0 32	
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case 0 33	
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 40
Milk Medallions, 5-lb. boxes in case, per lb.	0 40
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

Do you want help or have you something to sell, if so use the classified column in this paper.

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For Preserving

Season now on
Stock arriving in Fine Shape

Cabbages Cucumbers
Tomatoes
Strawberries Cherries
Oranges Lemons
Bananas

The House for Quality

WHITE & CO., LIMITED
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be this season. Order now.

We have cars arriving daily
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Our Quality and Prices are
Right

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Custard that compels custom

It is the fresh, delicate, creamy
"home-made" flavour of Freemans
Devonshire Custard that has made
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Oversea Troops from the Dominion
who have returned home are bring-
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one of which is a desire to taste again its delicate
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It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

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profitable line to stock, also it will enable you to push
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Latest Editorial Market News



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only \$1.60 per insertion
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Sardine Packers Ask Help

Maine sardine packers, according to Portland advices, are endeavoring to secure the assistance of the Government in taking up the great surplus with which packers are burdened. It is hoped that coast sardines may be included in the food supplies to be furnished to the Central Powers, thus moving the present unmanageable excess.

It is understood that sardine packers in Maine have at the present time approximately 600,000 cases of sardines which remain unsold. Most of this stock is still in Maine, while a large amount of it is on consignment at large consuming centres throughout the country. Some have estimated the unsold stock as high as 700,000 cases, but the more conservative estimate places the pack at around 600,000.

The total pack last year in the State of Maine was in the neighborhood of two million cases. It will readily be seen, therefore, that 30 per cent. of last year's pack is still unsold. In an effort to force absorption the selling price for these sardines has been reduced to considerably below cost, but there has been little movement of consequence as a result. The coast towns are very largely dependent upon the sardine industry and it is said to be impossible for the packers to open the factories as long as these big stocks of unsold goods remain in their hands. It is estimated that the price is over a dollar a case below the lowest possible estimate of cost production.

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ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
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Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.

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SELECTED EGGS, CHOICE DAIRY
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Bleury Street, Montreal

Phones :

Uptown 4620, Uptown 4621, After 7 p.m. Upton 198

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

WANTED

EGGS AND POTATOES

We pay highest market prices.

Write us for information

NAPOLEON MORRISSETTE

18 Jacques Cartier Square, Montreal

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

SPECIALTY SALESMAN FOR EXCELLENT grocery lines. Must be a first class salesman and thoroughly experienced. Splendid opportunity. State salary expected, references, etc. Box No. 640, Canadian Grocer, University Avenue, Toronto.

SITUATIONS WANTED

MARRIED MAN, THIRTY-SIX YEARS OLD, speaking both languages, 15 years' experience in the retail trade, desires position as traveller. Good references. Apply Box 644, Canadian Grocer, Toronto.

WANTED, BY TEA EXPERT IN ENGLAND, situation in Canada with wholesale, retail grocers, or tea merchants, as buyer, blender, or manager of tea department, thoroughly experienced in wholesale and retail groceries, holds several Gold Medals for valuing and blending teas. Nine years last birthday, as buyer, blender and manager of tea department, good salesman and traveler, age 34 years, excellent references. Apply Box 646, Canadian Grocer, 143 University Avenue, Toronto, Ontario.

The Grocer of to-day must keep in close touch with market prices. If you are a reader of **CANADIAN GROCER** you will be better able to carry on your business.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

GENERAL STORE WITH DWELLING ABOUT 30 miles from Ottawa. Yearly turnover over \$20,000. Good reasons for selling. Apply Box 642, Canadian Grocer, Toronto.

FOR SALE OR RENT — GENERAL STORE with dwelling attached in live town on Ottawa-Prescott highway. Well established business. Good reasons for selling. Box 630, Canadian Grocer, 143 University Ave., Toronto.

COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

An Advertisement in this paper will get you results. Try it.

COLLECTIONS

If you want your own money—we can get it. There's no reason why you should not get the money that really belongs to you.

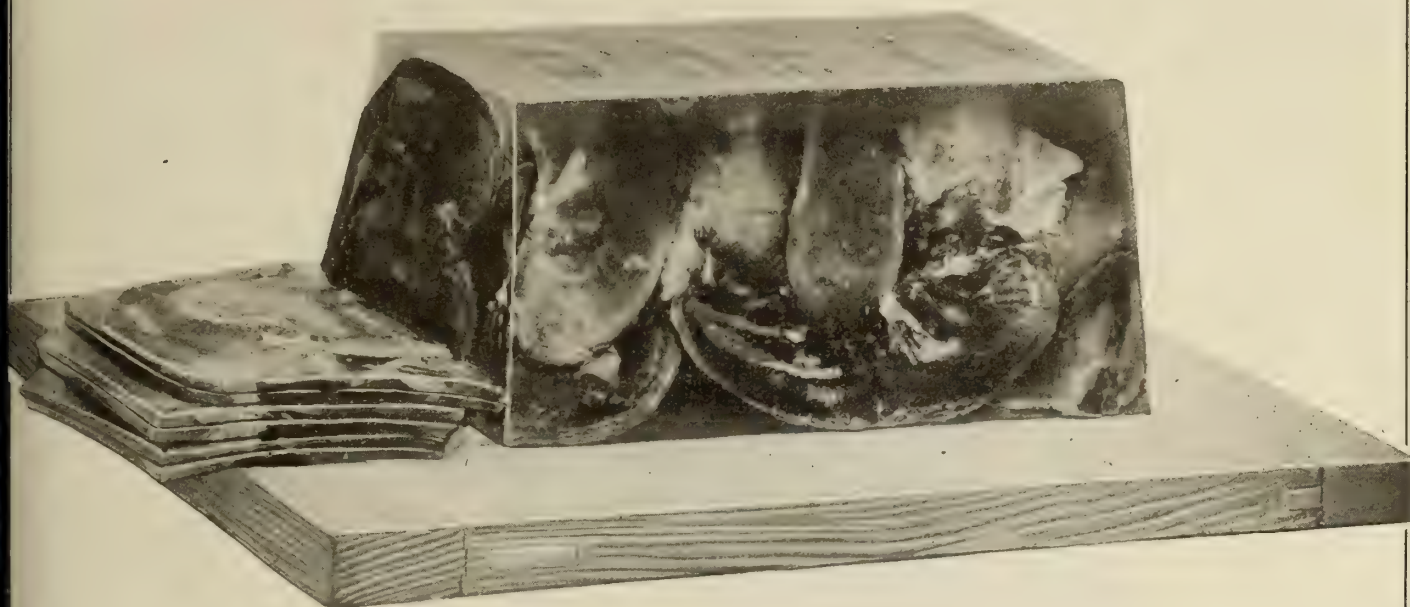
Those bad accounts are a sore spot—but we can help you.

Ours is a reliable agency. We can handle this thing for you in a thorough manner. Try us.

Nagle Mercantile Agency
Westmount, Montreal, Que.

EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE

Feature These Cold-Luncheon Treats For Summer Days



Davies' Jellied Pork Tongue

IF you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store.

**PORK TONGUE
OX TONGUE**

**PORK AND TONGUE
HOCKS
ENGLISH BRAWN**

**PRESSED BEEF
VEAL**

(Put up in Open Tins, about 6-lbs. each. Ox-Tongue also in 9-lb. and 14-lb. Tins)

**THE DAVIES COMPANY
WILLIAM LIMITED**

Montreal

TORONTO

Hamilton

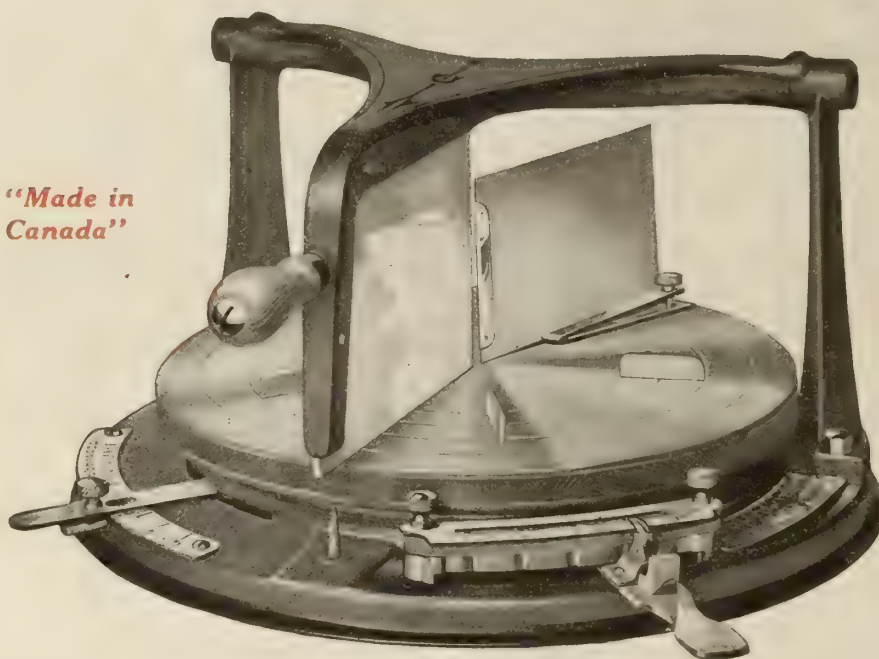
Canada Food Board Packers' License No. 13-50.

Is There Any Money in Cheese?

Many a grocer has asked himself this question, well nigh in despair, as he watched his crumbly, chopped-up cheese. Then when he bought a

Dayton Cheese Cutter

the only regret he had was that he hadn't bought one long ago. Think of having a machine that cuts and prices your cheese automatically and with absolute accuracy. Doing for your cheese trade, in fact, just exactly what the famous Dayton Scale does for your weighing trade.



*"Made in
Canada"*

"It Cuts a Shearing Slice"

The blade begins cutting on its inside point and cuts a shearing slice from the centre, outwards and downwards. Ensures against pushing and crumbling of the cheese. The cut side is guarded against exposure and evaporation. Computing chart is changeable and the Dayton cuts either to weight or to value. Gives you "3/4 of a pound," or "15 cents' worth," either way, any amount, with perfect satisfaction and economy.

Don't give away any more cheese by slap dash methods of cutting, weighing and pricing. Get our Catalogue and see the money you can save on a Dayton Cheese Cutter.

IF IT'S A DAYTON---IT'S RIGHT

DAYTON COMPUTING SCALES

Royce and Campbell Avenues, Toronto, Ont.

Frank E. Mutton,
Vice-Pres. and Gen'l. Mgr.

Division International Business Machines Co., also makers of International
Time Recorders and Hollerith Electric Tabulators.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE : TORONTO, JUNE 13, 1919

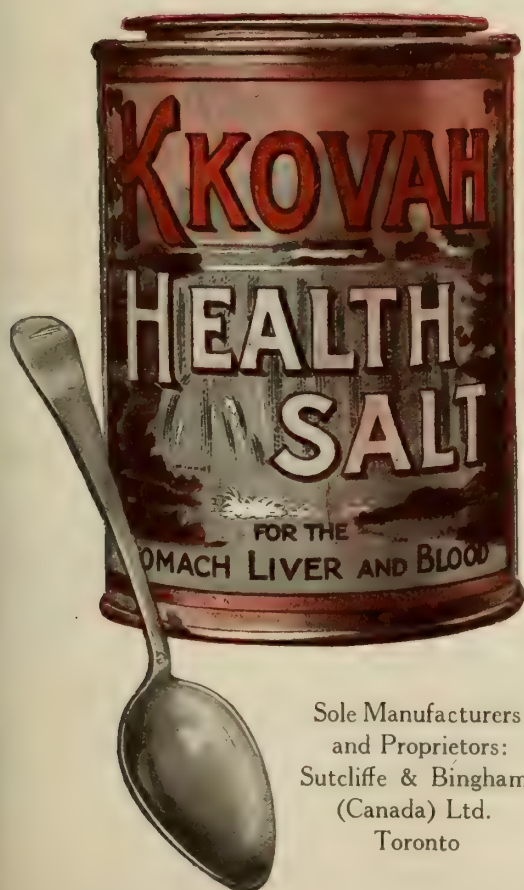
No. 24

Kkovah Health Salt

*A teaspoonful in the
morning makes life
worth living—*

Makes you fit—

Keeps you fit—



GOOD BUSINESS!

Kkovah health Salt means good business for you, because it sells at sight—there's no risk of dead stock! It's a saline of the highest quality, possessing tonic properties of unusual merit.

Make a display—it will sell itself. Extensive advertising creates the demand—its superior quality brings repeats.

Sole Manufacturers
and Proprietors:
Sutcliffe & Bingham
(Canada) Ltd.
Toronto

Made in Canada

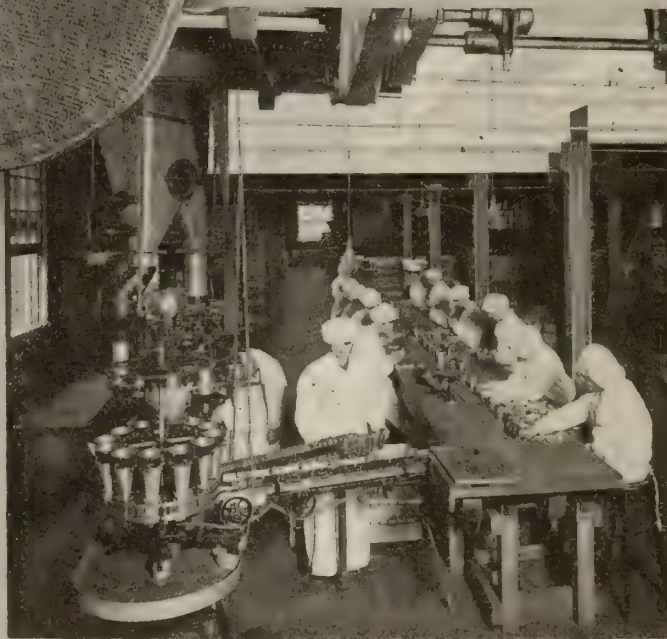
Selling Agents:

*Maclure & Langley, Ltd., Front St. East,
Toronto*



Hydraulic Cocoa Presses

Rock Cocoa



Automatic Cocoa Filler

G.93

COWAN'S COCOA

This illustration shows the immense hydraulic presses which separate the cocoa butter from the chocolate liquor. The solid cake remaining, as shown on insert, is pure rock cocoa, which when ground and sifted is ready for use in the home. The machine shown in lower part of illustration automatically weighs and fills the tins.

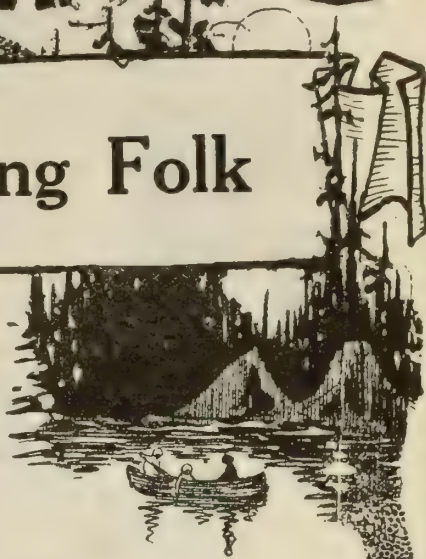
Made in Canada

BORDEN'S

fine for Outing Folk



Borden Milk Products are so splendidly convenient that they are everlastingly popular with campers, picnickers, summer cottagers, etc.



To such people the milk problem is not infrequently a source of worry. Dairy milk is sometimes hard to procure and when procurable is difficult to keep sweet and fresh.

These problems are entirely solved by Borden's. In the Summer Cottage, on the Camping Vacation or at the Picnic, Borden Milk Products will always be fresh, sweet and palatable.

Tell your customers about this. Emphasize Borden's in your Summer Window Trims.

Borden's

- Eagle Brand Condensed Milk.
- St. Charles Evaporated Milk.
- Reindeer Condensed Milk.
- Reindeer Coffee and
- Reindeer Cocoa.



Borden Milk Co. Limited

"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Bldg., Vancouver





Needed in every Home

THESE three big sellers, Imperial Parowax, Imperial Ioco Liquid Gloss, and Imperial Household Lubricant are household necessities.

Stock them and you will receive countless calls. These three Imperial products are all attractively put up in sizes to suit the trade. Considered from the quality standpoint or from the sizes of the packages, you can give in these three products better consumer values than in any others.

There is a good profit—a far more liberal margin than that afforded by similar products—in the sale of these three products. Put them in your show window and on your display counter. The profit they will bring will pay you well.

IMPERIAL OIL LIMITED
Power • Heat • Light • Lubrication
Branches in all Cities

BEANS



We venture the opinion, Mr. Grocer, that most of your customers are more or less Bean eaters, and we are also sure that most of them show a decided preference for

CLARK'S PORK AND BEANS

WHY?

Simply because they know from experience that the CLARK label stands for quality combined with reasonable cost and that CLARK'S goods are always *what we claim them to be---the best.*

Get busy and sell

PORK AND BEANS

but buy them from



W. Clark, Limited

Clark's

Montreal



Your jobber can supply you with Carnation Milk. For Carnation Milk display material, write our Aylmer office.

Carnation Milk

"from Contented Cows" MADE IN CANADA

[illegible]

"Every week with the E.B. Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated June 13, 1919

Being No. 38 in the Series

How a Puff of Air Helps to Make an Eddy Co. Paper Bag

WHEN a little paper bag won't open its mouth to receive the goods it is to contain, the retailer blows it. Curiously enough air pressure has a good deal to do with the making of paper bags. It is perhaps not surprising, then, that they obey a puff of air also in the retail store.

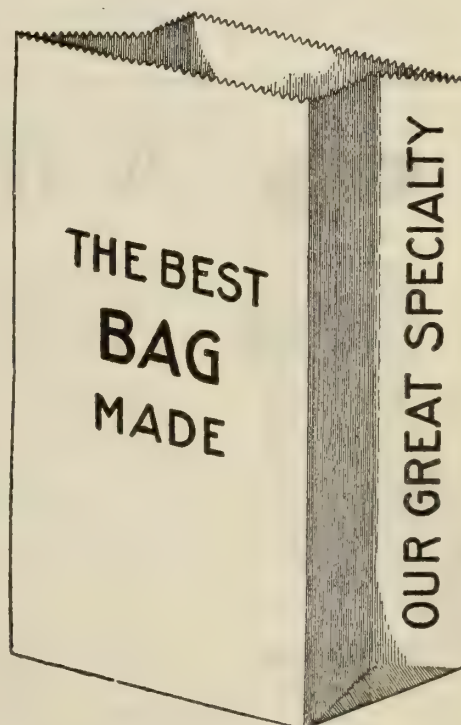
When fed into the bag making machines, the paper from the specially made rolls is gummed on one side with a very pure starch paste, and then quickly caught by steel clutches and folded into the square shape of the well-known Eddy Company bag. There is now a square tube of paper in the machine, and it hurries rapidly on its way to the finishing process.

The sides of the bag as you remember are tucked neatly in. This effect is instantly produced by air suction which draws the paper tube in just as far as required. Meanwhile with lightning-like rapidity the bottom of the bag is being adroitly folded in by steel fingers, and securely fastened with paste.

Down comes the pressure of a rhythmical machine unit, and the bag flattened out neatly as you will receive it, is cut off from the tube with a serrated edge, and passes off to join the pile of those made ahead of it. The whole process takes only the fraction of a second, but it is accurately done in that time, and the bags are counted as made, the machine ringing a bell at every twenty-five. The girl in charge watches the output, and the processes of the machine, and any bag having the tiniest flaw or imperfection is discarded.



EDDY'S



SELF-OPENING, BOX-SHAPED
GROCERY BAG

Watch for articles in this series describing the making of Eddy paper bags



They have the quality that
brings customers back
for more.



A Ready-Made Market

Many hundreds of merchants handle McCormick's Biscuits, for many reasons.

Chief of these are:—

FIRST—They are made of the purest and best ingredients obtainable.

SECOND—They are made under the most hygienic conditions in a factory where sunshine and cleanliness reign.

THIRD—The merchant who stocks up with McCormick's Biscuits has a ready-made market awaiting him. They are among the most widely advertised products handled by the grocery trade. *People ask for McCormick's and look for the Trade Mark.*

The McCORMICK MANUFACTURING COMPANY, Limited
LONDON, CAN.

Branches: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, St. John, N.B., Port Arthur

Canada Food Board Licenses 12-003, 14-166.

ENCOURAGE CANADIAN INDUSTRIES

THE Canadian consuming public is asked to encourage Canadian Industries by buying and using only Canadian-made products.

The Egg-O Baking Powder Co., Limited, is an out-and-out Canadian concern making a real Baking Powder.

It is financed by Canadian capital and the profits stay in Canada.

It is free from foreign control, in no way connected or associated with the Trust.

It is a real Canadian company making a high quality product for Canadians.

We are glad to say Canadians are appreciating this. Our business in 1918 in Ontario alone is 21 (Twenty-one) times what it was in 1915.

WHY? **THREE REAL REASONS**

The consumers are getting value for their money. The dealers are getting our co-operation and a good profit.

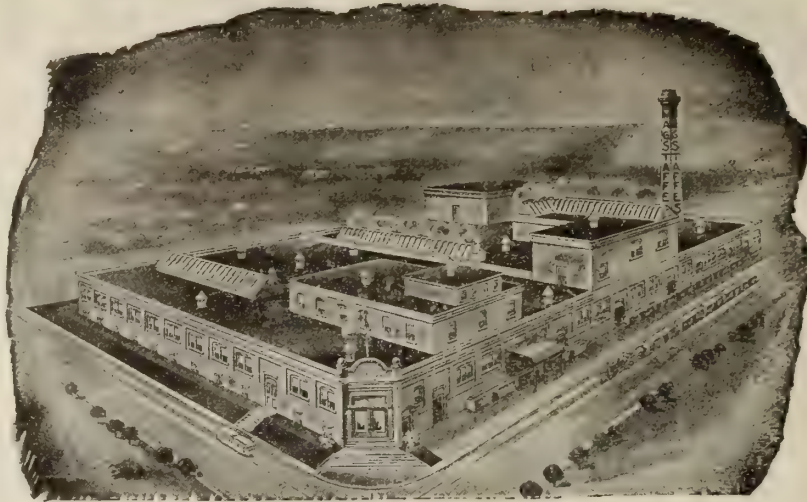
The jobbers are getting a square deal.

We are giving REAL SERVICE.



EGG-O BAKING POWDER CO., Limited
HAMILTON - - CANADA

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA



They're good business builders because your customers know how really delicious they are. Are you capitalizing that confidence by selling the full DEL MONTE line?

Make Raisins Sell Freely



Women of Canada are learning to use Sun-Maid Raisins in many ways. So raisins have become a standard food in the home. Our extensive advertising reminds women continuously to keep raisins handy. By displaying Sun-Maid Raisins on shelves and in windows, you complete the series of reminders that make women buy raisins regularly.

SUN-MAID RAISINS

Three Varieties :

- Sun-Maid Seeded (seeds removed).
- Sun-Maid Seedless (grown without seeds).
- Sun-Maid Clusters (on the stem).

California Associated Raisin Co.
Membership 9,000 Growers
FRESNO, CALIFORNIA.

Imperial Rice Milling Co., Ltd.


VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Canada Food Board License No. 4-517.

SNOWCAP PILCHARDS



Delectable and Dainty Hand Packed BY The Nootka Packing Co., Ltd. NOOTKA, B. C.

Packed in 1 lb. Talls and 1-2 lb. Flats. Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS
Dodwell & Co., Limited
VANCOUVER, B.C.



She'll come again for "Wedding Breakfast" Coffee

Wedding Breakfast Coffee has every good quality likely to commend it to critical people. It is worth your while to get your customers acquainted with "WEDDING BREAKFAST" Coffee because it is a sure repeater.

We also make Arrow Brand Extracts, Spices, Baking Powder, etc.

Pioneer Coffee and Spice Mills Company
VICTORIA AND VANCOUVER

ESTABLISHED 1875

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER



HOPS

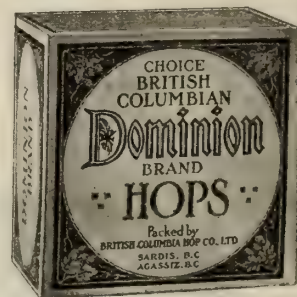
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

ALBATROSS BRAND

TRADE MARK

CLAYOQUOT-SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

FRESH BRITISH COLUMBIA

PILCHARD

TRADE MARK

DIRECTIONS.
WHEN REQUIRED
NOT PLACE THE
CANS BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like ALBATROSS BRAND PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.
J. L. BECKWITH, Agent
VICTORIA - B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

Little Bros. Ltd. VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY MANUFACTURERS AGENTS

Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

SAY YOU SAW IT IN
CANADIAN GROCER

LET US QUOTE YOU ON ORIENTAL LINES

Isinglass, Electrical Goods, Brushes (all kinds), Camphor, Coconut, etc., Mirrors, Lead Pencils, etc.
Write or Wire for Prices. It means money to you.

R. G. BEDLINGTON & CO., LIMITED, VANCOUVER

IMPORTERS

Established 1905

EXPORTERS

EL ROI-TAN PERFECT CIGAR

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

BLOATER
ANCHOVY
SARDINE
SALMON



Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

Wholesale Grocery Brokers Commission Merchants

410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.
Correspondence Solicited. Established here 1900.
GEORGE ADAM & CO.

A. M. Maclure & Co.

MALTESE CROSS BUILDING
WINNIPEG

IMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES

ALEX. BAIRD LTD.

Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited

C. H. GRANT CO.

Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.

W. L. Mackenzie & Co., Ltd.

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG

CANADA

Macdonald, Adams Company

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

Say you saw it in Canadian

Grocer, it will identify you.

See Page 80 of this Issue,
it will interest you. It has
helped others, it may help
you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG

Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. Pugsley Dingman & Co., Ltd., John Taylor & Co. and John Bull Mfg. Co.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED

Winnipeg, Man.
Saskatoon, Sask.
Regina, Sask.

W. H. ESCOTT CO., LIMITED
W. H. ESCOTT CO., LIMITED, Fort William, Ont.
W. H. ESCOTT CO., LIMITED
Calgary, Alta.
Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA

SCOTT-BATHGATE CO., LTD.

Service | Reliability | Integrity

We have founded our business on these three corner stones—Service, Reliability, Integrity. These are the secret of our success in marketing goods in the West.

If your line does not conflict we can give you the same service.

Scott-Bathgate Co., Ltd. Wholesale Grocery Brokers and Manufacturers' Agents **149 Notre Dame Ave. E., Winnipeg**

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

*Manufacturers' Agents
and Grocery Brokers*
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does detail work.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds **CALGARY**

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
**CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN**
Free and Bonded Storage
5 floors—60,000 sq. feet.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

LET CANADIAN GROCER Sell It For You

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

**TRACKAGE
STORAGE
DISTRIBUTION**

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes

Another Agency Solicited

311 KING ST. E. - TORONTO

Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents

Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS



Furnivall's

Let Furnivall's be the dominant feature of your jam displays this season.

The Furnivall quality reputation will mean a good deal to you in bigger sales.

And the Furnivall profit margin is particularly good.

FURNIVALL-NEW,

Limited

Hamilton

Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto. Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

OCEAN BLUE

In Squares and Bags

Sells just as readily at the corner Grocery as in the big Department Stores—and at the same price.

It is praised by all who use it. No matter what class of trade you cultivate, your customers will be glad to buy OCEAN BLUE.

Order from your Wholesaler.

HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26, Wellington Street, W., Toronto.

Western Agents: For Manitoba, Saskatchewan & Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary & Edmonton. For British Columbia and Yukon: Creeden & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B. C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E. TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

Established 1889

HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Youville Square,
MONTREAL CANADA

J. C. THOMPSON COMPANY

Brokers and Commission Agents

Montreal, P.Q.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

MANUFACTURERS

We want Agencies for Food Stuffs

FOR QUEBEC PROVINCE

References: Royal Bank

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GROCERY BROKERS

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AGENCIES FOR

Butter, Flour, Cheese, Oats,
Beef and Dried Fish, Pork
Products.

Area: Guiana and West Indies

A. H. ROBERTS

GEORGETOWN DEMERARA

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

WHEN WRITING ADVERTISERS
KINDLY MENTION THIS
PAPER

Mention this Paper When Writing to Advertisers

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

The New

Some women like to place a dish in the oven for a minute or two just before serving. Leave the oven door open about two inches.



Kellogg's
DOMINION
CORN
FLAKES



**Kellogg's
DOMINION
CORN FLAKES**

are delicious
with cream
or milk and
a special treat
with berries,
sliced peaches
banana

The
Golden Package
is your
Guarantee
that you are
getting the
Golden
Flakes
Made by
our new
Process

W. K. Kellogg

Little Creek Road and
Toronto Ave

NOTE carefully Mr. W. K. Kellogg's signed message in the upper right hand corner of the page.

Mr. W. K. Kellogg, President of the Kellogg Toasted Corn Flake Co., Battle Creek, and the W. K. Kellogg Cereal Co., Toronto, Canada, has no connection whatever with any other company in Canada.

Mr. Kellogg is the originator of Toasted Corn Flakes and under his supervision many improvements have been made from time to time in the methods of production.

By the newest and latest process under which Corn Flakes are made today in Battle Creek, and in Toronto, Canada, greater food value, a more delicious flavor and a crispness can be imparted to the Corn Flakes which makes them in a sense an entirely different and more desirable food.

When you hand your customer the Golden Package wrapped in the Wax paper you are giving them the only Corn Flakes made in Canada that can be truthfully called "*Kellogg's*"

More than a million families enjoyed Corn Flakes this morning made by this New Process.

W. K. Kellogg
Cereal Company
TORONTO, CANADA

Kellogg Toasted Corn Flake Co.
Battle Creek, Michigan

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The sweetheart
of the corn

To Cannery of
Fish, Fruit or Meat
U.S.A. and Canada

DO YOU WANT THE BEST
POSSIBLE NETT RETURN
FOR THE PRODUCT YOU
SHIP TO GREAT BRITAIN?

IF SO

Send full particulars of your production to Advertisers who sell direct to the Distributors throughout ENGLAND, WALES, SCOTLAND and IRELAND, and who will supply ideas and proposals.

Address, in first instance:

"ENERGY,"

**"The Grocer" Office,
Eastcheap Buildings,
London, E.C., England**

1919 Pack Now Ready

WETHEY'S Pure Strawberry Jam

has been rightly named "the consumer's delight"

**The
Wethey
Label
Perfects
The
Table**

*Order from your Jobber
or write us direct*

J. H. WETHEY, LIMITED

St. Catharines, Ontario

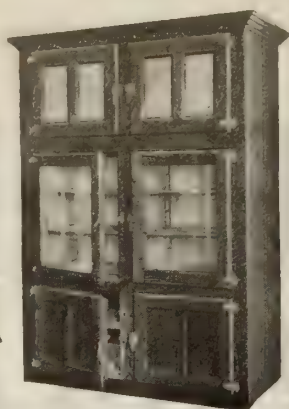
It seems like locking the stable after the horse is out to have an inefficient refrigerator while the rest of your store is up-to-date.

INVEST IN A

EUREKA

FOR THIS WOULD

Be an investment with sure returns. Ice saved and foodstuffs kept in their best condition.



No. 188, No. 19
Eureka Grocer's Refrigerator

All Eurekas equipped with Eureka patented cold dry air circulation system.

WRITE FOR CATALOG. WE HAVE A EUREKA REFRIGERATOR TO SUIT YOU.

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Montreal, Hamilton, Halifax

California Lemons

(Very Keen Demand)

Winesap Apples

Strawberries

Pineapples

Oranges

Tomatoes

Cabbage

Mixed Vegetables

Kindly Phone, Write or Wire Your Orders.

McBRIDE BROS.

House of Quality

35 Church St.

Toronto

Importers **T** Exporters

FUJITA & CO.

VANCOUVER, B.C.

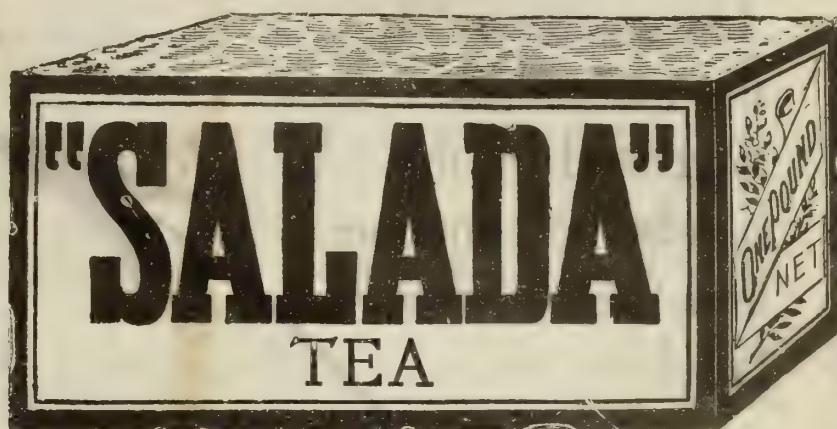
IMPORTERS
OF

QUALITY BEANS
PEANUTS
WALNUTS
RICE, ALL
ORIENTAL
OLINES

HEAD OFFICE : KOBE, JAPAN

THE CHARACTER OF THIS TEA IS OF INTERNATIONAL REPUTATION

SOLD THROUGHOUT CANADA,
UNITED STATES AND SOUTH AMERICA.



Black, Mixed and Green.

Mr. Grocer? Are Your Accounts Up-to-date?

The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

Write for catalogue illustrating and describing same.

Security Envelope, File-Check System

29 Ontario Street

Stratford, Ont.

Copyright:

The goodness of
the marmalade is
suggested by the
handsome container
and the attractive
label



“CURLING”
Brand
Orange Marmalade

*Look
for
the
Curling Brand*

Both are good looking, but not
too much so for the high
quality marmalade inside.

St. Williams Fruit Preservers, Limited

SIMCOE and ST. WILLIAMS, ONT.

MACLURE and LANGLEY, Ltd.

Montreal

Winnipeg

If You Buy BULK Tea at a Price

that allows you a LARGE margin of profit, and your customers are not satisfied with the tea, you lose more than you gain.

A dissatisfied customer is likely—very likely—to get the next pound of tea at the grocer's across the street from you. And then to drift over there altogether in time.

The sure way to satisfy your trade is to concentrate on Red Rose Tea, which the public recognizes as a reliable standard of quality.

If your customer doesn't like your BULK tea, she blames you. She doesn't know the firm who sold it to you. They are as nameless as the BULK tea.

You protect yourself and guarantee satisfaction to your customer when you sell her Red Rose Tea.

T. H. ESTABROOKS CO., Limited

ST. JOHN

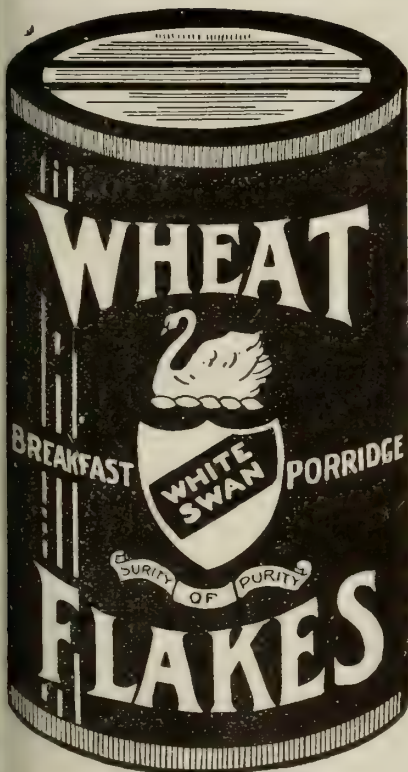
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TORONTO

WINNIPEG

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A Tasty Member of the White Swan Family

"Tasty" and then some!

High-grade Canadian Wheat rolled into thin, nutritious and appetizing flakes. And every flake in the carton is well deserving of the White Swan label on the outside.

White Swan Wheat Flakes makes a grand breakfast dish for young and old. Recommend it to your trade.

White Swan Spices & Cereals, Ltd.

156 PEARL ST., TORONTO



You would do well
to keep your stock of
Robinson's
"Patent" Barley
and
Robinson's
"Patent" Groats
constantly renewed.

Steady "repeats" will convince you that ROBINSON'S
Barley and Groats are worth pushing.

MAGOR, SON and COMPANY, LIMITED
30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

Figure It Out—

Isn't it worth your while to have your product represented on the markets of Western Canada by a firm noted from the Great Lakes to the Coast as a house of integrity and dependability?

We enjoy this reputation and we strive to live up to it by handling only goods of first rate quality.

So that in putting your line in charge of our men in the West you are introducing it under the very best success-making auspices. And back of it will be the strength of an organization with *an annual buying power of Twelve and a Half Millions.*

Consolidated Purchasing Co., Ltd.
313-319 Pacific Avenue, Winnipeg
E. NICHOLSON, General Manager

CANADIAN GROCER

Vol. XXXIII.

TORONTO, JUNE 13, 1919

No. 24

Remove $7\frac{1}{2}$ Per Cent. Duty on Foodstuffs

New Budget Wipes Out War Tax as Applied to Foodstuffs—Coffee Duty Lowered Five Cents and Tea From British Dominions Three Cents—Modification of Tax on Wheat, Flour and Potatoes—The Effect on Prices Considered

THE new Budget brought down by Sir Thomas White on Thursday last provided some items of material interest and importance to the grocery trade. The wiping out of the $7\frac{1}{2}$ per cent. war tax on all food commodities is a matter of unusual importance. This tax has been a factor in increasing costs ever since its inception and added to an already high tariff brought about in some instances almost prohibitive conditions. While this is the case, conditions at the present are such that its withdrawal will, in all probability, not be felt for some little time to come. The movement of food products to this country from foreign ports is at its lightest at the present time, and will not be at its height for some months. Present stocks were purchased while the old tariff was in force and there is of course no decline to be expected in these at present.

Fruit Will Show Effect Rapidly

The only place where the change may be expected to be felt at once is in regard to perishables. There is a constant movement of fruit and vegetables, and as these must be handled expeditiously the effect must be noticed here sooner than elsewhere.

Change in Tariff Favors British Grown Teas

There has been a notable change also in the tariff on tea and coffee. In the former instance the change only applies to the British preferential tariff, which is changed from 10 cents to 7 cents, while the intermediate and general tariffs remain at 10 cents. This means that Japan, Chinese and Java teas are placed at a disadvantage to the extent of 3 cents a pound. The Java crop has been an important factor in the Canadian situation during the past year on account of heavy shipments, many of inferior grade, which have arrived in Canada. This has been due, however, to the closing of Java's natural market through the mother country, Holland, to Central European countries. Japan and China teas will then be the chief sufferers from this discrimination. As conditions indicate advances in Indian and

Ceylon teas that will offset the declines there is a general feeling that the change will not affect that situation, though there is an impression abroad that these conditions might influence some of the package tea houses to change prices.

Sharp Decrease in Coffee Duty

In the case of coffee, stocks imported direct from the country of growth and production, and green coffee purchased in the United Kingdom is now taxed at the rate of $2\frac{1}{4}$ British preferential, and 3 cents general and intermediate tariff, in place of the former tariff, of 5 and 7 cents respectively. In the case of roast or ground coffee not imported from the country of production, this is reduced 5 cents a pound on all tariffs.

Wheat, Flour and Potatoes Also Affected

Under the new tariff, wheat is also free except from countries that impose a tariff against Canada, when the tariff charge is British preferential 8 cents a bushel, intermediate and general tariff 12 cents a bushel.

Wheat, flour and semolina, except as above, when the tariff is 30 cents a barrel British preferential, and 50 cents for general tariff.

Potatoes are also free except for the same stipulation. Countries maintaining a tariff on them being taxed $12\frac{1}{2}$ British preferential, and 20 cents a bushel general tariff.

Fruit and Vegetables Will Show Effect First

According to the opinion of prominent importers of foodstuffs, the removal of the Government war tax of $7\frac{1}{2}$ per cent. will be a factor in steadying prices, although the difference it will make in the actual quotation to the retailer, and ultimately to the consumer, will not be particularly marked. Fresh fruits and vegetables now coming on the market in good supply from the United States are about the first to benefit by the removal of the tax, for the reason that prices on stocks already in hand will of course remain unchanged, and only shipments from this time on will be benefited. As fruits and vegetables are arriving daily

they are the first to show a difference. One large dealer in fruits and vegetables stated that on a car of strawberries, for instance, the cancellation of the tax meant a saving of \$140. This, spread over an entire car, would probably mean a saving of a cent or two on a box. Shipments from the United States, other than Southern fruits and vegetables, are very small at this time, but in the Fall, with importations of raisins, currants, prunes, apricots, peaches, and all other lines of foodstuffs arriving plentifully, absence of the tax will have its effect on prices.

New Arrivals of Spice Will be Lower

An importer of spices told CANADIAN GROCER that they expected to be able to quote lower prices on new shipments of spices because of the removal of the tax, in the course of the next six weeks. Present quotations show no change.

R. B. Hayhoe, of Hayhoe & Co., Colborne street, Toronto, importers of teas, expressed the opinion that the reduction in the tariff will have very little effect on the tea market in bringing about lower prices. While it gives Indian and Ceylon teas a duty of 7 cents, as against 10 cents on all other varieties, this only applies to teas coming into the country from this time on, and the market for these teas is so much higher abroad than spot teas are being sold here. Mr. Hayhoe believes there is better value being given in the teas now on the market than will be possible in the future. The rate of exchange, he pointed out, is so high now that a tea costing 33 cents in Indian money will mean 40 cents in Canadian money. There are no Javas being shipped in here just now, as they would cost more than teas now selling on spot. During the years of the war Canada was a dumping ground for Java teas, because they could not be shipped into Holland and the United States. There are no Javas now coming on the market. Practically all the importers, Mr. Hayhoe remarked, had anticipated an extra duty on tea, rather than a reduction, and because of this belief, made haste to clear from customs all shipments of tea, before the announcement

of the budget. In fact, such a rush was made to get their shipments out of bond that extra officials had to be engaged.

No Lower Price Likely on Tea

Another large importer stated to CANADIAN GROCER that to import British teas now they would cost five and six cents higher than present market prices. Stocks among dealers at present are inclined to be small, the heavy stocks that have been carried for some time having been rapidly depleted, and the higher quotations on fresh stuff, he believed, will more than counteract any decline as a result of the tariff changes. The change in the tariff will likely have the effect of stopping Javas from coming to this market. Holland and the United States will likely be the markets for Java teas. Imports of teas to Canada in ten months in 1918 only amounted to nine million pounds, as compared with forty-six million pounds in the same period in the preceding year. This importer believed that there would be little justification for any lower quotations on teas. In fact, from the position of the primary markets, it is more likely that future prices will be higher.

W. H. Halford, managing director of the Meiji Trading Company, Montreal, in speaking of the effect the change in the tariff would have on Japan teas, stated that they would meet the situation presented by the preferential tariff, and that the cost to the consumer would not be influenced. That is the handlers will simply absorb the difference of 3 cents per pound. There is not likely to be any immediate effect noticeable, states Mr. Halford. It will be about four months before new Japan teas arrive, and this will give the handlers time to liquidate any stocks now on hand.

Mr. Lovelace, manager for Harrisons and Crossfield Ltd., at Montreal, stated that he did not anticipate that there would be a great deal of difference from the preferential arrangement. "It will, perhaps," he states, "have the effect of diverting more Java teas to the United States, and it naturally will be of considerable consequence when Japan teas are concerned, for these, being so high now, will have to meet the situation."

Java teas, he thought, could probably be produced for less than Ceylons or Indians. Production of the latter two is already great and this is heavily taxed at times.

The change in the tariff will have little, if any, effect on tea, in the opinion of F. T. Shearns, of the Salada Tea Company, Montreal. The exchange on the Indian rupee is equal to an advance of about 12½ per cent. at the present time, which would offset any possible declines due to the reduction of 3 cents under the preferential tariff.

The Shortage Offsets Declines

J. L. Heureux, secretary-treasurer of R. H. Macey & Co. of Canada, does not think that the budget change on tea will have any effect to speak of.

"The Indians and Ceylons," he stated, "will be the same as before in the matter

of price basis, but, of course, will have the preference of 3 cents per lb." In the matter of Japan tea Mr. Heureux does not believe it will have any material effect. He looks for a general shortage of tea, owing to a shortage in production that is world-wide, while consumption is high and he believes that prices will be firm and higher than they are at this time.

Primary Advance May Offset Reduction in Tariff

Speaking of the effect of the tariff changes on possible coffee prices, W. S. Greening, of T. B. Greening and Co., Toronto, stated that with a steady primary market it would mean a decline in price equal to the difference between the old and the new tariff rate. Unfortunately, however, the coffee market was in a very excited state at the present time, with every indication still pointing to further sharp advances, so that the probabilities were that change in the tariff would merely be a means of steadying the Canadian market, the 5 cent decline in duty absorbing advances on further purchases, which must be made on the present high market, owing to the low stocks of coffee in Canada.

Mr. McGee, of Kearney Bros., Mont-

real, is of about the same opinion. The effect, he states, depends largely on the South American situation.

"If the markets keep strong, as they have been in the past," he said, "there will be no reduction. If, on the other hand, there should be reductions in the primary markets, or even if there should be a stayed condition, there may be a reduction of 4 to 5 cents per pound on coffee."

W. J. Roberts, of Grace and Co., Montreal, stated that it was hard to define the outlook on coffee with the information to hand. If the present reports received were correct it would seem that a mistake has been made in putting the tariff of 7 cents per pound on green coffee. The idea of such a tariff, he stated, is to protect industry within Canada, and if the tax of 7 cents per pound as put on green coffee is correct, this would militate against the Canadian roaster, who brings practically all his stock in green. Mr. Roberts stated that the present information is rather vague from a practical point of view and seems ridiculous. He would anticipate that either a mistake has been made in sending the information out, or that subsequently this matter would be checked up.

Cost of Living Commission Begins Work Will Interrogate Retailers Who Protest Against Appearing Before Any Other Tribunal—Manufacturer and Wholesaler Will Also Appear Before Commission

By T. M. FRASER, representative of the MacLean publications at Ottawa

THE Cost of Living Commission has got to work and is holding daily sessions under the chairmanship of G. B. Nicholson, member for Algoma, who is taking a lively interest in the question. The following particulars showing the personnel of the committee are of interest:

and take evidence and submit the same to the commission. The R.M.A. objected to having retailers appear before any body except the parliamentary commission itself. They feel that they have a good case, but they want the representatives of the people in Parliament to hear their story direct. "We asked for this

SPECIAL COMMITTEE APPOINTED BY THE HOUSE TO CONSIDER THE QUESTION OF THE COST OF LIVING

Name	Occupation	City or Town	Province	Politics
Nicholson, G. B.	Lumberman	Chapleau	Ont.	Con.
Stevens, H. H.	Broker and Account.	Vancouver	B. C.	Con.
Reid, J. F.	Farmer	Arcadia	Sask.	Un.
Douglas, J. M.	Retail Merchant	Strathcona	Alta.	Con.
Davis, F. L.	Lawyer	Neepawa	Man.	Con.
Hocken, H. C.	Newspaper	Toronto	Ont.	Con.
Sutherland, D.	Farmer	Ingersoll	Ont.	Con.
Fielding, Hon. W. S.	Newspaper	Ottawa	Ont.	Un.
Davidson, A. L.	Lawyer	Middleton	N. S.	Con.
Nesbitt, E. W.	General Agent	Woodstock	Ont.	Un.
McCoig, A. B.	Farmer and Manufacturers' Agent	Chatham	Ont.	Lib.
Sinclair, J. E.	Lawyer	Emerald	P.E.I.	Lib.
Devlin, E. B.	Advocate	Ottawa	Ont.	Lib.
Vien, Maj. T. A.	Solicitor	Quebec	Que.	Lib.
Euler, W. D.	Commercial College	Kitchener	Ont.	Lib.

It will be observed that there is only one representative of the retail merchants on the committee, but the interests of that body are being closely watched by E. M. Trowern, Dominion Secretary of the Retail Merchants Association.

At the first sitting of the committee, it was decided to ask the president's of the Boards of Trade, of the Labor Councils, G.W.V.A.'s, and of two women's associations in each centre, to call the retail dealers in their locality together

commission," they say, "and we want to appear before it, but we will not go before any other." The retailers also desire that the manufacturers and wholesalers shall also appear direct before the committee, so that all sides of the question may be fairly and properly ventilated. From a conversation which I had with the chairman, I believe that such is also his desire, and it is probable that some arrangement will be made whereby there will be direct representation.

Campers' Trade Instead of Soldiers'

Trench Box Business Disappearing, But Summer Trade is Booming Again—Everything is Going Well in This Line and Business Promises to be Brisk

"WHAT is going to take the place of the immense business that you have done in the way of sending parcels to soldiers, now that this department of your trade is fast being eliminated, with the speedy return of Canada's soldiers?" J. H. Reeve, manager of Michie & Co., Ltd., King St. W., Toronto, was asked the other day. Mr. Reeve replied that this trench business had been a big feature in the store's annual turnover in the past few years. Last year over 10,000 boxes were sent overseas. "We are still sending them, but of course nothing like we did before the armistice. It will, at its best, only last a few months more, and while some boxes are being mailed to civilians in the Old Country, as soon as the food situation there adjusts itself, this too will fall away."

This firm has received hundreds of letters from soldiers and others in commendation of the boxes that have been sent, and Mr. Reeve believes that with the return of these men to Canada, the store will have opened a vast field of new patrons, that they might otherwise not have had, were it not for the service rendered, in the way of supplying boxes for the trenches.

Campers' Needs Should Make Up Difference

But to return to the opening question, and what is going to supply the void, that is in the way of a special feature, and apart from the everyday run of a well-conducted grocery store. "We really haven't thought of anything yet," Mr. Reeve replied to the inquiry. "But the demand for campers' supplies should be better this summer," he added. "During the four summers of the war this business suffered a severe decline. Where previous to the declaration of war, we catered in a big way to the needs of the campers and summer cottagers, the war period saw very little doing in this regard. Now that conditions are returning to normal, this trade should witness a return to pre-war activity. In fact, we have already had some inquiries, and we look for good business in June, July and August."

Catering to Needs of Vacationists

"Previous to the war, we sent out lists with the articles and prices tabulated, that are mostly called for by campers and summer cottagers. This year we have not followed the usual procedure. This has been impossible because of the rapidly fluctuating market, and prices show so many changes that it would not be good business. We might not be able to guarantee the prices cited."

However, Mr. Reeve believes that

Canadian summer resorts will see a big influx of people this year. The majority of summer places were quiet during the war. There were no young men to go to them, and as young men figure largely in camping parties as a rule, and are almost essential for a pleasurable time in any summer colony, the majority of watering places were more or less forsaken. Then again, the insistence of war work, the imperative needs of the distressing times, rendered personal enjoyment even on the part of those who remained at home a secondary matter, and the call of the farm and the munition plant was more alluring than the call of the wilds.

American Visitors a Factor

"We should see a return of many of our American neighbors, who before the war made Canada the Mecca of their summer vacations," Mr. Reeve pointed out. "Before the war parties of Americans were our best customers in the summer months. Coming here on their way to some of the inland lakes, they always bought heavily of camping goods. Fishing and hunting parties bent on a two weeks' outing in the Canadian wilds were prolific purchasers of our special lines for campers. These include canned goods of all kinds, jams and marmalade, etc. In the days before the war we also completely outfitted the camper. Not alone in the way of edibles but we also provided tents, blankets, canoes, fishing tackle and other paraphernalia incidental to a successful holiday. The American tourist passed up the Canadian resorts and fishing grounds during the war. Before they became an ally, they remained away, because Canada was at war, and

when they joined forces with the Allies, they were too much engrossed in war activities on their own account to think of holidays. They were also more or less held to their own country because of the restrictions incidental to traveling from one country to the other. Their men too had largely enlisted in the country's army. Now with thoughts of war being relegated to the background, and soldiers returning to normal, healthy pursuits, there are being formulated plans for the summer vacation. With many this will mean getting back to their favorite lake or stream, where they were wont to linger in the days when war was not even thought of. Canada's sons who have been holding the lines in France and Belgium will gladly go again to these haunts, and active will be the plans and schemes in the next few weeks for this much looked for and long desired return to their favorite summer camp."

Thus in this way, with conditions generally contributing to an active summer camping season, Mr. Reeve looks for a big return in the way of business in camp supplies, and believes that with it once more established on the popular basis that characterized it before the war, it will more than take the place of the business provided by the sale of soldiers' boxes. "We are not sorry to see this trade pass, and to see it superseded by that of normal, peaceful times. It was nothing in former times to fill campers' orders entailing an outlay of anywhere from \$25 to \$100 and over, so it is evident what a profitable trade can be brought about by catering to the wants of campers and cottagers, who frequent our many watering places."

Ottawa Exchange Bureau Proves Success Enables Grocer to Keep Stocks Even, and Overcomes the Nightmare of Dead Stock—Whole Business Conducted by Committee of Grocers

OTTAWA, June 12.—The retail grocers of Ottawa have adopted a convenient and simple method of getting clear of slow selling lines. Having in view the fact that what one grocer might find a slow-selling line, owing to locality, class of trade or some other reason which will occur to any grocer, would go freely with another, it was suggested that a retailers' exchange market be established, where the retailers could exchange stocks of which, for one reason or another, they have a surplus.

This idea was suggested in Toronto some years ago, but the trade did not adopt it at that time. When proposed

in Ottawa the grocers expressed themselves as willing to give it a trial.

A blackboard is erected in the grocers' section of the retail merchants' rooms. Each member has a number assigned to him. If he has stocks on hand which he wishes to reduce, he puts a memo on the board, and his number opposite to it. If another merchant desires that class of goods he gets in touch with the advertiser through the secretary, and they deal direct.

This scheme has now been running in Ottawa for several weeks, and the grocers express great satisfaction with the results. A committee of the grocers administers the scheme.

Tea Stocks Have Been Reduced

Decreased Imports and Growing Demand Have Depleted Reserve Stocks—Increase in Prices Probable in Near Future

ACCORDING to W. G. McGee, of Kearney Bros., Ltd., Montreal, tea importers, extensive liquidation of spot stocks of tea has been going on in Canada for some time, and particularly within the last few weeks. In Mr. McGee's opinion, as expressed to CANADIAN GROCER, there will be a pretty close cleanup of teas in Canada within a reasonably short time if buying continues as at present. And then there will be a decided inclination to higher prices, for trading on the stocks in this country has been done on a favorable price basis.

Imports of Tea Show Sharp Decline

Mr. McGee pointed out that imports have so materially decreased since last September that there cannot possibly be a big surplus of good tea in the country, for there has been an even greater consumption of tea than usual, and the better grades have been among the big sellers. Imports have decreased, it is estimated, from 15,000,000 to 20,000,000 pounds within the past twelve months, and this means that much of the operations have been carried on out of stock held in Canada for some time past, some of it for several years. Wishing to liquidate their stocks, some have sold large holdings, as well as smaller ones, at prices that to-day's market conditions would indicate as very favorable from a price standpoint.

One of the reasons for Canada receiving so much tea from some foreign points is that of the availability of tonnage returning to Canada. Mr. McGee pointed out. During the war Java teas came into the country freely, and it was partly because shipping could be secured to bring supplies forward. As a consequence, holdings in the country were increased above normal, and the Government imposed the excise tax, being aware of the large excess imports. This surplus has been greatly decreased owing to the imports being far under normal consumption, and to the more active distribution of late, as retail merchants had allowed their stocks to run out before buying, in the expectation of lower prices.

Expects Higher Price

Once the present stocks of tea are disposed of, Mr. McGee is of the decided opinion that much higher prices will prevail. In fact, this is the only logical trend, for the prices at import points are very much higher. Just how long advances will be deferred is not easy to tell. It is stated that not only has trading between importers and jobbers been very active, but that country merchants are now heavy buyers as they have cleared themselves of what might be styled war stocks, which they were carrying since the beginning of the war because of the uncertain shipping and market conditions. The cost of production in the tea growing countries has in-

creased during the past few years, as elsewhere throughout the world, and transportation charges are and will be a considerable item in the laid down of tea for a long period. The Canadian market being now relieved of the excess imports and upon a more normal basis merchants will not be able to purchase at the low prices which have prevailed during the past six months.

Making a Specialty Selling Fruit

Takes Orders Ahead and so Avoids Possible Waste—Gets a Knowledge of Probable Requirements

MOST grocers make some special selling effort in the Summer season. With one it may be soft drinks, ice cream, cooked and tinned meats. Among all the Summer lines, however, fruit generally holds the highest place in the favor of the grocery trade.

J. E. Lillico, Charlotte and Park Sts., Peterborough, is one of those who has taken a special interest and devoted a good deal of attention to fruit sales.

Situated as he is, in the residential

McTaggart's grocery on Granville street is pushing Canadian-made biscuits to their trade. They have artistic displays of bulk biscuits near the front of the store, and to ensure every pound reaching the consumer free from the usual percentage of broken biscuits that attends the delivery of bulk biscuits, they have had a special folding carton made for the purpose. This carton bears suitable advertising matter, costs very little, and the fact that the carton does what it is aimed to do is evidenced by the increased biscuit business which is rung up on each day's sales.

LICENSES NOT NOW NEEDED

There seems yet to be some uncertainty as to the question of licenses, and license fees are still being received at Ottawa.

The Canada Food Board is practically now a thing of the past, and one and only one trade remains still under license. The millers are the only ones now requiring a license of any description. There is also no further need to carry license numbers on counter check books or advertisements.

part of the town, his business is largely done on the telephone. The biggest percentage of his orders are received in this way. Selling fruit in the Summer is one of his big lines, and one that has been attended with a good deal of success. He did not do so well last Summer as in former years, because berries, which usually were a big seller with him, were not so plentiful, and were rather expensive.

A Heavy Sale

"The Summer previous I sold between 1,500 and 1,800 boxes of berries," Mr. Lillico told CANADIAN GROCER. "As the strawberry and raspberry season came on I used to ask my customers, when giving me their order, on the telephone, how many boxes of berries they required for preserving purposes. In this way I increased my sales tremendously, and also had a good estimate as to how many I should order." Mr. Lillico believed such a plan was the best one to follow, as it wiped out the possibility of wastage, and was absolutely safe. He also handled, on a rather big scale, the other Canadian fruits as they came on the market, in a similar manner, and with equal success as in the case of the berries.

ARTIFICIAL MAPLE FLAVORS DECLARED ILLEGAL

D. R. MCGILL, chief analyst of the laboratory department of the Department of Trade and Commerce, has issued the following warning regarding the use of maple flavors:

"A considerable number of preparations are on the market, which make no claim to be maple products, but are intended to give the flavor of maple to simple syrup, thus producing a syrup which might be mistaken for maple syrup.

"Some of these articles may be made from the cambium layer of maple bark, others from birch bark, hickory and cherry bark, or mixtures of these and others from guaiac chips. Others again

may be made from coal tar products, etc. None of them furnish the true maple flavor, but they imitate it with sufficient success to find sale.

"Of course a maple syrup or sugar manufactured with such extracts must be described as adulterated under the Act. But it is not generally known that the flavor itself cannot be legally offered for sale. This note is published by way of warning to all interested, that such maple flavors as are above referred to will be held to violate section 29A of the Adulteration Act; and manufacturers and vendors will be penalized as provided by the Act."

UNQUALIFIED ADVERTISING A DANGEROUS PRACTICE

THERE is a tendency on the part of some merchants in their enthusiasm for the commodities they are selling to over-emphasize those qualities, perhaps to give them qualities that they do not really have, and in general to more or less convey a false impression in regard to these commodities. While such statements may be innocently made, they are a dangerous method of advertising, that should be condemned.

Recently a Hamilton, Ont., store advertised as follows:

Best
BLACK TEA
in Hamilton
2 Pounds for 90 cents

Now "best" is a useless kind of a word to use in advertising, for there may be many interpretations as to what constitutes the best. The intention in this case, however, was unquestionably to convey the impression that this tea selling at 45 cents a pound was of a better quality than anything else on sale in Hamilton.

There is of course room for a difference of opinion as to what constitutes a "best" tea, one dealer's idea of quality may differ from others. There are, however, certain generally accepted standards of grade, that are in a general way indicative of quality.

There is little doubt then that any advertising of this character intends to convey the impression that the tea advertised represents the generally accepted standard of quality.

No Tea Available at These Figures

Now at the time this advertisement appeared, there were no Ceylons offering at less than 45 cents at wholesale, while even Javas of very inferior quality were selling at 35 cents.

A general consensus of the opinion of

all jobbers of tea, which gives ample scope for the incidental variation due to personal opinions regarding quality, was, there was no good grade of black tea available on the market at less than from 55 to 65 cents a pound.

There is always of course the possibility, that the tea was exactly as stated. Occasionally it may be possible to pick up a job lot of tea somewhere or other, to sell at such a price—possible but not probable. The tea could not be bought in any open market for 45 cents, for any quality that could justly be called best.

There is very little doubt but that such a type of advertising does not represent more than usually acute buying, but rather a tendency to over-emphasize the value of the goods offered, and by so doing to discredit the offerings of other merchants. It is a dangerous type of advertising that fortunately is losing favor with the advertising public. If the tea was bought at an unusually attractive price, so that the advertiser could actually give an unusual value, the facts in the case would do more to stimulate the sale than a bald and unqualified claim of quality, while it would be rendering simple justice to the merchant who is dealing in the open market where such a thing as "best black tea" at 45 cents is plainly an impossibility.

Sells Fifty Cases of Drinks a Week

Mountain Store Does Fine Business in Summer Lines at Head of Incline Railway—Gets Much Passing Trade

SELLING of Summer lines is a big feature of the grocery trade carried on by M. Applebee, 297 Wentworth Street, Hamilton. Situated on the mountain, just at the head of the incline railway, this store gets a lot of business. Both in ice cream and soft drinks, Mrs. Applebee does an active trade. She does not make a point of selling soft drinks by the glass, but it is practically all by the case, and the ice cream is sold almost altogether in bricks. She does carry the cones, and sells a good deal of ice cream in this way to the children, but she has been successful in building up a very good business in sales of these lines on the regular orders of her customers. Light beer and ginger ale are big sellers, and Mrs. Applebee told CANADIAN GROCER that in the hot weather she sold as many as fifty cases in a week. In fact all through the Summer months, it was the usual thing for a customer to order some line of soft drink with her grocery order. Ice cream, of course, was sold over the

counter, people coming up the incline on their way home from business, at the lunch or dinner hour, would carry home a brick or two. "This is certainly a big department in our Summer trade," remarked Mrs. Applebee, "although we do all we can handle in general groceries too. In fact the soft drink business has been the means of stimulating our general trade."

Farmers' Trade Also

A good many farmers travel by way of the incline, and we catch a lot of their trade. Very often in purchasing soft drinks or light beer, having come into the store ostensibly for that purpose, they sometimes do not leave before buying a full line of groceries. This is one of the most encouraging features of our Summer trade. It has also made many permanent customers for us."

Fresh Fruit and Vegetables

Mrs. Applebee also makes a specialty of carrying the Summer fruits. She dis-

Continued on page 50

TABLE FOR FIGURING NET PROFITS

If your cost of doing business figured on sales is represented by one of the figures on the top line. And you mark your goods at one of the percentages on the first column above delivered cost.

p.c.	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.	p.c.
25	10	9	8	7	6	5	4	3	2	1	00	1 Loss	2 Loss	3 Loss	4 Loss	5 Loss
33 1-3	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00
40	18 4-7	17 4-7	16 4-7	15 4-7	14 4-7	13 4-7	12 4-7	11 4-7	10 4-7	9 4-7	8 4-7	7 4-7	6 4-7	5 4-7	4 4-7	3 4-7
50	23 1-3	22 1-3	21 1-3	20 1-3	19 1-3	18 1-3	17 1-3	16 1-3	15 1-3	14 1-3	13 1-3	12 1-3	11 1-3	10 1-3	9 1-3	8 1-3
60	27 1-2	26 1-2	25 1-2	24 1-2	23 1-2	22 1-2	21 1-2	20 1-2	19 1-2	18 1-2	17 1-2	16 1-2	15 1-2	14 1-2	13 1-2	12 1-2
75	32 6-7	31 6-7	30 6-7	29 6-7	28 6-7	27 6-7	26 6-7	25 6-7	24 6-7	23 6-7	22 6-7	21 6-7	20 6-7	19 6-7	18 6-7	17 6-7
100	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

Your percentage of net profit is represented by the figures at the junction of the two columns.

EXPLANATION—If your cost of doing business is 15 p.c. of your gross sales and you mark a line at 25 p.c. above cost of goods, your net profit is 5 p.c. on sales—as shown in the diagram. If your cost of doing business is 18 p.c. and you mark a line at 60 p.c. above cost, your net profit is 19½ p.c. on sales.

FIGURING PROFITS

The accompanying chart of costs has been issued by the Pure Gold Manufacturing Company, Toronto, for distribution among the trade. Far too many merchants are still working under a misapprehension in figuring their profits, that may leave them without a profit at all for their labor. This is a fruitful source of failure. With the accompanying scale the merchant is shown how to know exactly what he is making.

Dealers Choose Brand of Macaroni

Many Sell Goods That Are Considered Best Even at Higher Prices

DOES the customer, in the majority of cases, ask for any particular brand of macaroni, or does she merely ask for macaroni?

Investigations among a number of merchants give weight to the impression that macaroni is one of the products in which the merchant is more than ever the dominant factor in sales. In the majority of cases no specific name is suggested, and the merchant supplies the brand he has in stock, and he stocks the brand he is convinced in his own mind is the best. Seldom was it found he stocked more than one line, and in some cases where more than one was bought it was to make sure of sufficient stock.

It is, of course, possible that the housewife, in purchasing from her regular dealer, knows what brand she is going to receive, indeed this is more than probable for the majority of merchants do not stock many lines, judging by the evidence at hand. It is an interesting fact that different merchants lay stress on different brands, even where their places of business are largely in the same locality; and still the housewife in the majority of cases makes little or no effort to change from one brand to another. It is not a question of a merchant discriminating between brands that he stocks, but of creating a taste by his own personal preference for one line.

No Purpose Carrying Various Lines

C. Cross, Gerrard Street, Toronto, gives as his explanation of the fact that he is able to supply and satisfy his trade, while carrying only one brand of macaroni, that his customers have confidence in him to give them the best possible goods at a legitimate profit to himself. Some years ago he carried three lines of this product, but believes that he gained nothing by this policy. He could sell the one line as well as another, and consequently for some years he has stocked only the one line. He believed in this brand, and recommended it to his customers, and found that they took to it readily, and discontinued asking for any special brand, taking it for granted that the one they were sold would be the same as they had used before. "I found," he continued, "that stocking several brands necessitated the use of a fairly large display space, and entailed a larger investment so I dropped the other lines and stock only —, and I have had no complaints from my customers."

Grocer Creates Demand

H. E. McMillan, Pape Ave., Toronto, is handling two lines of macaroni, but he states that he will sell 90% more of the one than the other. He has educated

DEALER'S PREFERENCE SELLS MACARONI

The old "force the dealer to stock" policy that was believed by many in the past and some yet is happily dying a natural death, with a better understanding of the actual merchandising power of the merchant and his distribution problems. The right of the merchant to choose the line he wants to sell is his one big reason for being a merchant and not a slot-machine. The dealer who chooses wisely is the one who takes every possible point about an article into consideration. He does not jump at the conclusion that simply because one line is cheaper and allows him a better profit, that he must put that line into stock and back it up. Quality is perhaps the most important reason for stocking any line, and the merchant who adheres to quality is seldom off the right track.

his trade to take this particular brand by references to the qualities which he believes give it special quality, and now they frequently ask for it owing to his introduction of the line they have come to know and appreciate its uniform good quality.

Said Mr. McMillan, "My only reason for sending out an occasional package of the less popular brand is to get my money out of it."

Sells The More Costly Line

"I believe that I could sell my customers any brand of macaroni that I stocked," said J. Masdorp, Pape Ave., Toronto, "provided, always, of course, that I was satisfied that its quality was actually of the best. I am at present selling two brands — and —. Personally I prefer the former, and think it has a shade the advantage in quality. It cost me slightly more too, but despite that fact I sell it whenever I get the opportunity, for I am confident that it will give the best satisfaction, and that must ultimately result to my advantage."

Attractive Package Helps

The experience of H. B. Watts, of Pape Ave., Toronto, is somewhat similar to that of Mr. Masdorp. "I stock two lines of macaroni," he stated, "but I put all my selling effort behind one of these lines. It is a little higher in price and so does not show me quite the same margin, but on the other hand, it is a more attractive package, and in my opinion it is also better in quality. That makes it possible for me to lay emphasis on this line in selling. I fill all my orders with this brand, and only sell the other on some specific request. In the great majority of cases my customers do not ask for this product by name, but they ex-

Customers Expect Their Grocer to Supply Them With Quality Goods

pect to receive the brand that I have encouraged them to believe best."

W. R. McCaw, Roncesvalles Ave., Toronto, sells — macaroni almost exclusively. He handled — brand for a time, but has been unable to secure it lately. Customers sometimes ask for — macaroni, but a great many people merely ask for macaroni.

Does Not Object to Different Brands

Wm. Forster, 177 Roncesvalles Ave., Toronto, only a few doors away, also stated that he sells — brand, but had little difficulty in selling — brand when it was available. This brand sold very well, and people took it without question when — was not in stock on the statement that it was good, and they received no complaints about it. It also could be handled cheaper than the other, he found.

W. R. Macdonald, 169 Roncesvalles Ave., Toronto, sells — and — macaroni. He has found that the former is more in demand, and though he states that he has not tried to push any one brand, he has had no trouble in selling — to his customers when the line they have been accustomed to use is not in stock.

The Lyndroute store, also on Roncesvalles Ave., sells — and — macaroni and has found them both good sellers. "We used to sell a lot of another brand of macaroni which is not manufactured in Canada, but we have been unable to get it of late. We sold it largely when it was available, and got behind it almost exclusively. It could be purchased cheaper than — and we usually stocked heavily on it. We have no trouble selling any good brand."

M. Applebee, 297 Wentworth Street, Hamilton, is handling — brand macaroni with a great deal of success. She did stock —, but has not had any now for some time. She had little difficulty increasing the sale of — brand, and finds that her customers are well pleased with it. It can be stocked as profitably as any other kind, and the popularity that it has gained has been such that Mrs. Applebee carries only the one kind.

Canadian Made Goods Popular

James Osborne & Son, James Street South, Hamilton, is also finding that — brand is a big seller with them. Since he stocked it, he has found that his customers are as well pleased with it as with —, the brand he formerly handled. He experienced little difficulty in getting it before the people and had no complaints. When the foreign macaroni was unobtainable he handled it almost exclusively and has found the Canadian made goods a good seller with his trade.

P. M. Hedden, Wentworth Street, Continued on page 55

Alberta R.M.A. Convention a Success

Retailers in Session at Medicine Hat Hold Lively Sessions—President Outlines Legislation—Resolutions Adopted Are Numerous and Entail Wide Discussion—Stockdale Was There

RETAILERS in Alberta got together at Medicine Hat for the annual meeting of the Retail Merchants' Association last week. A series of lively meetings was held and the discussion generally was very animated. This is one point wherein the sessions proved valuable—that is, in the discussion. It is this "open forum" idea which, when taken advantage of, proves of real value to those in attendance. Getting away from being just a listener can be a good thing. It opens up avenues from which knowledge is disseminated and absorbed. One comes away from such a gathering where ideas are exchanged feeling better—whether it is from helping the other fellow or being given a lift. The reports would indicate that the discussions proved a big feature of the Alberta gathering.—EDITOR'S NOTE.

President's Address

THE sixth annual convention of the Alberta branch of the Retail Merchants' Association of Canada was opened at Medicine Hat, on June 3, with an address of welcome by Acting Mayor Huckvale, on behalf of the city.

President I. G. Gaetz addressed the delegates at the opening session of the convention as follows:

Another year has passed since our convention last July in the City of Edmonton. We had thought that conditions prevailing last year commercially were very extreme, but as time progressed we come up against problems we never dreamt of.

The great conflict which has been going on for the last very near five years has been terminated, the armies of the allied powers have been successful, and right, not might, has prevailed. We do not wish to think of any particular part of the allied armies being instrumental in winning the war. They all did their duty, and have suffered very heavily since the conflict started in August, 1914. We do, however, look with pride on the accomplishment of our own civilian Canadian Army. They have covered themselves with glory and placed the name Canada among the nations of the world.

Our men are now returning to take up their life amongst us again. This will be no easy matter for them. The strain of the great war has, in lots of cases, unsettled our boys, making it hard for them to adapt themselves to the conditions prevailing here, which are so different to what they have been accustomed to for the last four years.

It behooves us, as a body of organized retail merchants, to do our part in assisting these men in every fair and legal way to become again a part of our national and commercial life. Some of these boys went away while so young in years that it is going to be difficult to re-establish them, unless something is done to help them along. I believe the Government is now planning arrangements to meet all cases possible. It is our duty to aid the Government and see that these plans are carried out successfully.

We, as retail merchants, have a great duty during the reconstruction period. It is our duty to employ all returned men possible. Many of our former clerks formed part of our Canadian Army, and all who have been spared, and returned to us, that wish to take up their former vocations in life, it is up to us to see that their positions are available.

The Great War Veterans' Association in

the different provinces of the Dominion are certainly taking a magnificent part in the reconstruction work, showing themselves in their actions to be very fair-minded and democratic in their principles. They will be a strong force in our national life, and it is up to us to give them our undivided support in every fair demand they make to our different governmental bodies, to aid in the re-establishment of their members in their different vocations, always remembering that had it not been for our volunteer army, together with our allies, that conditions might not be as favorable for us as they are to-day.

We are passing through a period of unrest in our Dominion to-day which most of us have never seen before, or never thought could occur. This is caused by conditions arising out of the past war and is supplemented by the high cost of living, the profiteering that has been carried on by the big interests, and other causes which I had hoped our Federal Government would have taken extreme measures to combat.

The strikes that have occurred in Western Canada during the past month have been very detrimental to our association. We, in the small cities and towns, have not been affected as in larger centres. I think it is very unfair that such a large number of our

citizens in Western Canada should be made to suffer inconveniences when concerted action of our Government could no doubt bring this situation to a satisfactory end.

Our Provincial Association to-day is in a better condition than it has been in for some time; our membership is larger to-day than it has been for some years. The conditions prevailing have impressed the retail men of the Province that organization is the only way to accomplish ends. We will in the next year or so find greater need of stronger organization, and it behooves every retail man to give his earnest effort to the success of this association.

It appears to me in order to successfully carry out our work in Alberta that we should have a Provincial Secretary in the Province. This secretary should be, I think, in the capital city of Edmonton. My reasons for this are, that he could keep in touch with the Provincial Government, secure the copies of the Bills before the Legislature that we wish to secure to better our conditions. I have felt this need very much during the present year.

I would also like to make some arrangements with the Retail Merchants' Association of Saskatchewan to remain affiliated with them, so as to derive the benefits of their very complete organization, in their different branches they have initiated for their members, making our Provincial office, as it were, a sub-office of theirs. I advocate this step because I feel it would very materially reduce our cost of expense in running our Provincial office.

I can never forget the great work the Saskatchewan Retail Merchants' Association has done in Western Canada in aiding the retail trade, especially their help in Alberta, as I know personally that we would not be in existence to-day if it had not been for their efforts. They have a very strong organization, the strongest in the Dominion. The reason for this is in the service they have given their members. They have instituted so many different branches, namely, collection of old accounts, collecting of excess charges on freight bills, fire insurance, checking fire insurance policies, and a number of other items. They have an expert in every department. These are some of the privileges we could secure by not separating from them, and I think satisfactory arrange-



Where the Convention Was Held.

ments could be made with the Saskatchewan executive along these lines.

Legislation

We met the Alberta Provincial Government and placed before them requests for the following legislation:

An amendment to the Hawkers' and Pedlars' Act, raising the Provincial fee from \$25.00 to \$100.00 per year on foreign companies operating in the Province and making it necessary to take out a Provincial license before a local license is granted; also that that section of the Foreign Companies Act prohibiting municipal councils from assessing a license be repealed.

Small Debts Act be amended as follows: 1, That the amount that can be sued under the act be raised to \$100. 2, The right of action in this district where the debt was contracted. 3, Providing for a garnishee summons. 4, Providing for a distress warrant.

An amendment to the Chattel Mortgage Act providing for preferential security on growing crops or crops to be grown covering the purchase price of such necessities of life as clothing, groceries, flour, meats, binder twine, etc. Such security to take second place only to seed grain liens.

The Factories Act was also discussed at some length.

Your executive were the means of having a course of commercial lectures given in the city of Edmonton during the last week in May; also in the city of Medicine Hat during the present month. This work has been carried on by the University of Alberta, and we hope is only the beginning of this good work.

In conclusion I wish to appeal to every retail man in the Province to assist this Association in their efforts to better the conditions of the retail trade. We wish you all to join with us, becoming members of the Association, boost for the Association whenever possible and help us to make this year the banner year for the Retail Merchants' Association in Alberta.

The epidemic of influenza which raged through this Western country last fall seriously affected our work of organization, throwing us behind some six weeks of two months, so that a large portion of Southern Alberta is behind, but two organizers are now busily engaged in bringing this up to date, and they are meeting with good success, increasing the membership to the Association at most of the points visited.

Moved by Mr. Beart, of Edmonton, seconded by A. F. LePage, Medicine Hat, that the President's address be adopted.—Carried.

Treasurer's Report

N. J. McDermid, treasurer of the Alberta branch of the R.M.A., made his report to the convention at the Thursday morning session. The report contained the following statement of finances:

Receipts to Dec. 31, 1918, including	
fees	\$4,586
Disbursements	\$1,152
Organizers' expenses	1,645
Due Dom. Association per capita tax	382
Balance	1,685

The Alberta branch is not responsible for any part of the expenses of the Saskatchewan office from which the operations of the R.M.A. in Alberta are directed. A credit of \$500 advanced within the past few weeks from Secretary F. E. Raymond wipes out all liabilities of the Alberta branch.

The question of what Alberta members should pay for the services rendered by the Saskatchewan office was brought up. As outlined, Alberta has paid all its expenses with the exception of a pro ratio payment of office expenses.



T. A. GAETZ,
General merchant of Red Deer, Alta., elected
President for the coming year.

President Gaetz explained to the 1918 convention Alberta was to pay 25 per cent. of the running expenses of the office at Saskatoon, though he added that this was not a hard and fast bargain.

W. J. Illsey, Calgary, thought 25 per cent. was too much for the service being rendered by the Saskatoon office to Alberta retailers. This proportion had been arrived at merely on the basis of comparative membership in the two associations.

The suggestion of a settlement with the Saskatchewan office was not favored by the delegates. On the other hand it was proposed to have the executive committees of the two associations meet and arrive at some working basis whereby Alberta might in future conduct its own affairs and handle its own finances.

A delegate from Edmonton suggested that the organization at Saskatoon give more service to Alberta retailers than had been done. He thought it unnecessary to talk settlement when Saskatchewan was handling the finances.

OFFICERS FOR 1919

President, T. A. Gaetz, Red Deer, General Merchant.

1st vice-president, A. F. LePage, Medicine Hat, Department.

2nd vice-president, Geo. F. Beart, Edmonton, Men's Wear.

Hon. secretary, J. W. Bawden, Lethbridge, Furniture.

Treasurer, N. J. McDermid, Calgary, Druggist.

Secretary, F. E. Raymond, Saskatoon.

The position of honorary secretary was the only one to change at the election of officers at the sixth annual convention.

Nominating committee consisted of following delegates: J. G. Robinson, Foremost; H. Hill, Taber; E. F. Purcell, Brooks; J. W. Bawden, Lethbridge; J. Kellas, Medicine Hat.

President Gaetz gave his opinion that a paid secretary should be appointed in the Province of Alberta, with office preferably at Edmonton, where legislation passing through the Provincial Government could be watched. He was of the opinion that the provincial membership could be greatly increased and better service given to Alberta retailers.

Secretary F. E. Raymond of the Saskatoon office was asked for a statement of the probable cost of maintaining an independent office in Alberta, and also for an expression of opinion as to the advisability of separating the provinces.

"I suggested that Alberta should take over its own affairs in 1917," said Mr. Raymond, going on to explain that when Saskatchewan retained the direction of affairs in Alberta at first one-half of the fees of Alberta retailers was kept in Saskatoon, whereas later \$7 was turned back out of the \$12 fee.

"We in Saskatoon merely wanted to put Alberta on its feet," continued Mr. Raymond, pointing to the fact that when the affairs of the province were taken over there was a deficit of some \$2,500 to be met. This deficit has been paid off now. In regard to giving greater service, Mr. Raymond pointed out that all the services of the Saskatoon office are at the disposal of Alberta members.

"During the year 1918 we received \$4,586 from Alberta," said Mr. Raymond, "but we lost half this amount by neglecting our work in Saskatchewan. We had two men with automobiles out as organizers, and before the cars worked in our province at all they had spent several months in Alberta in the interests of organization."

Mr. Raymond explained that northern Alberta had been well worked by the organizers and that in places visited the old membership had been retained and in some places increased 100 per cent. Interest in the organization was increasing as was evident from the larger attendance at the present convention. No charge had been made by the Saskatoon office to Alberta for postage, stationery, staff expenses, depreciation on motor cars, etc.

At this point Mr. Raymond outlined the expenses of the Saskatoon office for one year which totalled approximately \$1,000 per month.

"Saskatchewan is willing to settle on the basis of the actual expense of carrying on the work in Alberta," added Mr. Raymond, who favored the idea of taking the responsibility for handling Alberta affairs out of his jurisdiction.

"A good secretary and a good organizer in the field could carry the work on successfully if we did not pay you five cents," said Mr. Raymond, pointing to the fact that the Saskatchewan organization started in 1913 in debt, while it now had \$6,000 to its credit.

A resolution to leave the settlement of the matter to the executive committees of the two provinces as soon as a joint meeting could be arranged was moved by W. J. Illsey, seconded by H. S. Ireland, Medicine Hat, and carried by the convention.

At this point President Gaetz addressed the delegates further on this subject, having in mind his long experience with the association.

"We should have a paid secretary in Edmonton," said Mr. Gaetz. "More attention should be paid to the Alberta branch of the R.M.A. Up until last February matters were very quiet regarding retail matters in the province. This is because we could not do anything else. Saskatchewan did the work. Conditions have now changed. Every day there are questions coming up in the province due to the reconstruction period being here. It is up to the retailers to be awake. Legislation affecting the retail merchants is coming up every day. The time has come when we should take some steps to combat certain legislation. We should have someone to look after our interests in the province and see that nothing more is put over

as has been done in previous years. I do not favor eliminating ourselves altogether from the Saskatoon office. They have put our association on the footing it has to-day. I have no doubt that a settlement will be arrived at between the two executives.

"I suggest that there be a good capable man secured for the position of secretary. It is better to have a man who does not need to devote all his time to the work. I suggest we open an office in Edmonton and have the secretary attend to all correspondence with retailers, etc. Freight claims should be sent for adjustment to the Saskatoon office. Some services it would not pay us to duplicate in this province.

Half Holiday and Early Closing

The question of setting aside a certain day for the half holiday each week and of securing legislation in regard to a stated hour of closing was proposed, though opposition was taken by several delegates to the discussion of this question which has so often been left with no solution.

Replying to Delegate H. Hill, Taber, President Gaetz stated that he had hoped to get some data from the retailers before the next session of the legislature. A Bill had been brought in at the last session but had been laid over. He had been informed it would come up before the next session.

"Premier Stewart told me the Retail Merchants' Association would be given notice before any Bills were put through affecting merchants of this province," said Mr. Gaetz, expressing his opinion that the only satisfactory way to settle the matter, was to have a compulsory holiday declared on a specific day.

A. F. Le Page stated that the Government and Trades and Labor Council were appointing a commission to recommend which day was preferred for the holiday by the various municipalities. Merchants of Medicine Hat preferred Wednesday.

"The Government appointed a commission to sit in Calgary, Medicine Hat, and Edmonton," explained Mr. Gaetz.

"We want something that will apply to

all the people all the time," said Mr. H. S. Ireland. "This legislation will be framed on about 25 per cent. of the merchants and will not take into consideration the smaller towns where the merchants work much harder than we do."

Mr. Le Page thought it was the intention of the Government to consider the rural districts in the matter.

R. H. Anderson, Taber, thought the closing hour was a more important matter than that of a half holiday. "The retailer should not work 12 to 14 hours when other trades are working only 8 hours," said Mr. Anderson.

One delegate quoted Mr. Pingle, M.P., as stating that a Shops Act will be framed affecting every constituency, and that the Retail Merchants' Association should draft legislation providing for the taking of shops out of the Factories Act.

When meeting Premier Stewart, Mr. Gaetz stated that he did not know whether to ask for an amendment to the Factories Act or ask for shops to be taken out of that Act.

On the motion of Mr. H. S. Ireland a resolution making one of the first duties of the new executive the drafting of a Shops Act that would bring forth wise legislation for the whole province was put. The resolution further provided for the submission of such legislation to expert counsel so that no mistake will be made in placing the matter before the Government. The motion was carried unanimously.

The matter of early closing and the question of a half holiday are matters to be included in the resolution, taking into consideration the report of the commission.

Wednesday afternoon closing with a closing hour of 6 p.m. on week days, and 9.30 p.m. on Saturdays was favored by the majority of delegates present, though it was conceded that in many cases this plan would not work out to advantage.

Insurance Writing

The question of extending the services of the Retail Merchants' Mutual Fire Insurance Company of Saskatchewan to members in the Province of Alberta was a live topic at the convention, and action along this line was looked upon as one

of the important steps taken by the delegates.

President Gaetz brought the matter to the attention of the convention, expressing his opinion that he thought it advisable to have the insurance operative in Alberta.

"This is one of the services it would not pay us to duplicate," said Mr. Gaetz. "In order to operate here we must deposit with the Provincial Government a guarantee fund of \$10,000. A resolution was passed by the officials of the company in Saskatchewan that when 500 members could be secured in Alberta, each paying an application fee of \$5, that the company would deposit the \$10,000 and commence operations in Alberta. It was impossible at that time to do anything as 500 members were not in sight," added Mr. Gaetz.

At this point Secretary Raymond took the floor to explain the matter in detail, pointing out that with the deposit of \$5 each by even 300 members he thought the matter could be arranged satisfactorily. Explaining the benefits of the organization Mr. Raymond explained that over \$1,000,000 of business is in force to-day with \$60,000 of a surplus.

As to premium payments Mr. Raymond pointed out that where the board rate is, say, \$40, this amount is deposited to the credit of the policyholder as a guarantee premium deposit. The assessment of the R. M. company has so far been equivalent to only 75 per cent. of the board rate. The guarantee premium deposit is merely a guarantee that the policyholder will pay his assessment.

The saving on a \$1,000 policy would be equal to the membership fee in the association, and this could be used as an argument for increasing the membership of the R.M.A. Last year the risk had been increased to \$2,000 in country places and to \$4,000 in cities. The doubling of the risk taken naturally doubles the saving to policyholders.

Mr. Raymond stated that the company could afford to assess at 50 per cent. of the board rate but that the assessment of 75 per cent. was made to help in building up a surplus so that the amount of risk can be increased.

The \$5 application fee is a guarantee of good faith desired by the directors of the company. The money is held in trust and



Banquet of the Alberta Retail Merchants' Association in Convention at Medicine Hat, last week

returned if no business is written. This is not an annual fee and it furthermore covers any number of business places owned by an individual merchant.

Board adjusters are employed, and the expenses of adjusting distributed pro rata. Losses of the Saskatchewan company in 1918 were about \$5,000. Only members of the association are insured.

J. B. Gillies, Edmonton, thought this matter was one of the "big things" the association had done and stated that he could speak for Edmonton merchants in saying they would be willing to avail themselves of the opportunity.

On the suggestion of President Gaetz, that each member work up his own territory, offers were forthcoming from E. F.

Purcell, Brooks; J. B. Gillies, J. W. Bawden, Lethbridge, and others.

A resolution proposed by J. B. Gillies, requesting the new executive to take active steps to have the R. M. Mutual Fire Insurance Company's advantages placed before the retail merchants of Alberta Province as soon as possible, was seconded by J. W. Bawden, and carried.

Resolutions Cause Wide Discussion

Wholesalers Aid Chinese Merchants

A RESOLUTION which brought forth much discussion during the Wednesday morning session of the convention was that dealing with Chinese engaging in the grocery, restaurant and confectionery business. Mr. Watson, Grassy Lake, called the attention of the retailers to the dire need of action, particularly in the smaller centres.

"In Grassy Lake we have four Chinese joints and a fifth one is soon coming. This class of competition is unfair," said Mr. Watson. "The Chinaman lives on very little, and unfortunately seems to have the sympathy of a large number of our white townspeople. The Chinaman never takes a holiday and in our case the Chinese stores were open even on Sundays up until a short time ago. Many farmers find it more convenient to come to town on Sunday than any other day and they buy from the Chinese and pay cash for their purchases, whereas, they expect and get credit from the white merchant. In our case sanitary inspectors advised the local health board to close the Chinese places of business, so unsanitary was their way of living and in close proximity to the food-stuffs being sold in the store.

Club Together

"The Chinese club together and are able to undersell us," continued Mr. Watson, "and when I brought the matter to the attention of the wholesale grocers they said, 'If they don't sell to the Chinaman then someone else will.'"

A resolution empowering the executive to use its influence to bring about similar legislation in Alberta to that adopted by the Province of Manitoba in regard to the Chinese question was proposed by Mr. Watson and seconded by Mr. J. H. Anderson, Taber.

"The yellow race is coming in as a thief in the night," said Mr. Anderson. "You in the larger centres do not see it as vividly as we, but we see that these people are taking away our very birthright. There is one feature of the Chinese labor question with which we cannot cope, and that is their apprenticeship system of securing labor. The Chinese merchant who has been in business here returns to the Old Country and brings out ten boys, paying the head tax in each case. These boys return in labor the equivalent of the tax, while the merchant has to pay the union wages. This is one reason why the Chinese merchant can undersell us. The yellow race can never assimilate with the white and the sooner we realize this the better."

A Serious Matter

H. S. Ireland stated that the growth of Orientalism in Canada was a very serious matter and one to which the Retail Merchants' Association could well devote much attention.

"I charge it to the wholesale grocer that the Chinaman has the support of the wholesaler," said Mr. Robinson, amid an outburst of applause, "and I could name the wholesaler," he added, speaking of his own district.

NEXT CONVENTION

The next convention is very likely to be held in the city of Calgary. The matter was left to the Executive for decision, but president Goetz expressed himself in favor of Calgary, thinking a meeting in that city would do most good for a local organization of retailers.

Calgary delegates presented a strong case for taking the next convention to that city.

Continuing, Mr. Robinson stated that in his town no white merchant was handling confectionery because there were five Chinese "dumps" selling ice cream and candy.

"The membership of the Retail Merchants' Association will be increased and its members will become more active if they know the Association is working along this line in their interests."

Mr. Fraser, Pincher Creek—"The solution of this problem is in our hands and we can lay down an ultimatum to those on whom we depend for our supplies as to whether they are going to supply the Chinaman or the white man. If we keep a stiff upper lip in our dealings with the wholesalers we will solve this difficulty."

Local Conditions

Mr. Hill, Bow Island—"Local conditions affect us first. In our town there are three Chinese employers and twenty-two Chinese employees. They are not spending a cent in the town. They buy their foodstuffs from the wholesaler and clothing from the larger centres. The Chinaman has no honor. They give their word of honor to close at a certain hour and then deliberately remain open as long as they please. Much of the sympathy with the Chinaman is because he gives a service by keeping open at all hours which no other class of merchant will do.

"We may have to resort to violent means if our legislators do not take action."

Mr. Hill stated that in a Montana town a Chinaman is so disliked that if one is seen on the street he is promptly knocked down and when taken in hand by the police is fined for disturbing the peace.

"If I am appointed Justice of the Peace in Bow Island, I will get white men to knock down all the Chinamen and we will fine the Chinks \$10 and give \$5 to the white man who started the trouble," said Mr. Hill in conclusion.

A delegate from Lethbridge stated that the Great War Veterans' Associations were in accord with this movement, but they were delaying action until the R.M.A. stated their position.

Urges Co-operation

Frank Stockdale made a passing reference to the Chinese problem before opening his address on "Opportunities in Retail Advertising."

"While you do not want to mix your civilization with the Chinese, you want to learn one thing from them," said Mr. Stockdale

"The Chinese are winning because they know how to work together, and when merchants come to this point the Chinese question will vanish. If it requires to wipe two hundred retailers out of business to accomplish this end it will be well worth while. One merchant cannot stand alone against the Chinese combined. As regards the wholesaler you will find the reason he likes the Chinese business is because when he sells one he sells the whole group, because the Chinese stick together in their buying. A programme of education among retail merchants is very much needed, and we can well start with the solution of the Chinese problem in our own cases in our own towns."

Other resolutions adopted at this session were as follows:—

Grants to Soldiers

Moved by G. F. Beart, Edmonton; seconded by J. M. Cooper, Medicine Hat. "The executive should forthwith proceed to give its support to the granting of a bonus to all returned soldiers of the Great War, varying from \$1,000 to \$2,000 each, having regard to the details of their service. That this resolution be forwarded to the Dominion Secretary to be presented to the authorities concerned."

Mr. Beart, who moved the resolution said he had talked with many returned men and acquired their viewpoint. One old soldier who had served in this war and had also sent his two sons, had told him of the Rhyl riots which he had said was the "first evidence of the stupidity of the Canadian Government."

Few of the men in big centres had homes and thousands of them were without work or homes. The street corners every night were occupied by soldiers openly preaching disloyalty and Bolshevism. The authorities left them alone because if they were roughly handled they would grow and spread into thousands.

It must be recognized that Canada only gives a summer's work and but seldom gives a working man a full year's work and this year when everyone is highly strung, hysterical and ready to fly off the handle it is well to remember that when fall comes we will have spent our money."

Land Settlements

Regarding the land settlement scheme, Mr. Beart said the terms offered to the soldier by the Government were almost as good as the C.P.R. offered to anybody and the size of the staff needed to administer the scheme was so large that they were wondering how they could pay them, creating a big overhead to be charged up to the taxpayer.

To meet the amount needed for the soldiers bonus scheme would require \$830,000,000 about one-third more than the last war loan. Based on a very conservative estimate of four million people in Canada and disregarding the natural increase in population 2½ cents a day paid for twenty-five years would wipe off this amount.

For that sum we could provide a standing army to stand between us and evil for the next two years. It would take that time for the hysteria bred of the past four years to pass away; for everyone to become mentally normal again.

After alluding to the broken and disabled soldiers, he said: "Nothing we can do will repay them. We must get into the frame of

mind to do the just thing because it is the just thing or we are not decent citizens. We can't expect the Government to take a step like this unless the people are behind it. So that if a soldier is short of money in the fall he'll wait, because he will know the right thing will be done.

"If we don't try and help the soldier and he falls into the hands of the Red element you have no idea what it will mean."

The resolution was seconded by Mr. J. Coov r and was passed unanimously with a standing vote.

Foreign Companies Act

Moved by Mr. Gillies, Edmonton; seconded by Mr. Scott, Edmonton:

"The Dominion Executive Council and the Provincial Executive for Alberta shall take up with the Dominion and Provincial Governments the question of legislation demanding that the Foreign Companies Act be amended, making it necessary for such companies operating in the various provinces throughout Canada and selling to any person in Canada in the wholesale or retail trade, be assessed in the Provincial and Municipal license fee."

Small Debts Act

Moved by Mr. Gillier, Edmonton; seconded by Kellas, Medicine Hat:

"Whereas, the Association has been informed that several of its members have tried to put the Small Debts Act into operation and have failed to get the police magistrate or justices of peace to act, on the plea that there is no remuneration to them provided in the Act, therefore, be it resolved that a schedule of fees be published by the Government immediately and that a copy of such schedule be forwarded immediately upon publication to the secretary of each provincial branch of the R.M.A."

Endorse Coast to Coast Trip

Moved by H. S. Ireland, seconded by Mr. Black, Medicine Hat:

"That this convention endorse the proposed coast to coast excursion to be held during the coming summer."

Mr. T. A. Gaetz, past president, explained that it was planned to have the excursion follow a route from Halifax to Vancouver through Regina, Moose Jaw and Calgary, returning to Calgary and proceeding north to Edmonton, thence to Saskatoon, Winnipeg and returning east.

In reply to a request from Mr. Illsey, for information re the programme cost to merchants, etc., Mr. Gaetz explained that an impression of opinion regarding the principle of the matter was all that was required.

Commercial Education

Moved by Mr. Gillies, Edmonton; seconded by Mr. Illsey:

"The executive shall be empowered to select a committee representing the commercial interest to work in co-operation with the authorities of the University of Manitoba in connection with the courses in commercial education."

Speaking to the motion Mr. Gaetz stated that the universities wanted to take action along this line. They were paying Mr. Stockdale's expenses and were agreeable to continuing the lectures each year. The committee to be appointed was to see that this work was carried on.

Mr. Illsey asked that a tax be made on business men to defray the cost of the course as the university could not easily spare the money.

Secretary F. E. Raymond outlined the plan for commercial education during the next year. The idea was to select twenty centres

throughout the Province and to hold a more intensive course in commercial education than has been done in the past. A lecture would be held one evening with a conference in the morning and afternoon of the following day. There would be two courses, one in the spring and one in the fall. The cost would be \$160 per course, or a total of \$320 for the year. Twenty districts would cost \$6,400. There would be an allowance of \$200 made for advertising. Mr. Raymond stated that the university would be willing to set aside \$3,000 for this purpose, leaving the cost to the merchants \$3,200. A guarantee of \$4 from forty merchants would be necessary in each district. It was explained that should greater revenue be secured from districts containing a large number of merchants, this money would be used for assisting the smaller districts.

Moved by Mr. Gillis, Edmonton, and seconded by Mr. J. Kellas, Medicine Hat, the resolution was adopted.

"Resolved, that this convention request the incoming executive to continue the efforts towards obtaining legislation requiring produce dealers and collection agencies to enter into a bond with the Government as a condition before entering business."

The above resolution was adopted on motion of Mr. Illsey, Calgary, and Mr. Gillis, Edmonton.

Mr. Raymond explained that the object was to prevent produce dealers and collection agencies starting up in business and after obtaining large quantities of produce and money from collections to decamp. This had happened on numerous occasions in the past and a bond with the Government would put a stop to this practice.

"Resolved, that this convention is strongly of opinion that all premium contests are absolutely against the principles of the Retail Merchants' Association and good merchandising, and should be strictly avoided by all retail merchants. Further, that the Dominion executive should be urged to continue their efforts in favoring the passing of legislation making such contests a continual offense."

On motion of Mr. A. F. LePage, Medicine Hat, and Mr. Illsey, Calgary, the above resolution was adopted after several incidents had been related of how merchants had been victimized in these contests.

Convention Briefs

There was no question of the Wednesday afternoon session of the convention starting on time. A great deal of interest was taken by the delegates in the various industries visited in Medicine Hat and Redcliffe, on the motor tour in charge of H. S. Ireland on that afternoon.

The Chinese merchants came in for a lot of hard knocks, but Mr. Stockdale saw one redeeming feature and one which white merchants can learn from the yellow race, and that is co-operation. Even though Mr. Stockdale emphasized that the best advertising possible was the knocks from competitors, several merchants continued to hammer the Chinaman. It is significant that a number of such delegates told of eating in Chinese restaurants.

Custom and advertising are poor ways to combat such a retail problem as the Chinese merchant offers.

The Resolutions Committee included the following delegates: Hill, Taber; Illsey, Calgary; Scott, Edmonton; J. Kellas, Medicine Hat; and Gillies, Edmonton.

List of Delegates

Bow Island, J. W. Hird, T. R. Blaine; Burdett, Geo. Lomas; Brooks, E. F. Purcell; Calgary, W. J. Illsey, N. I. McDerimid; Cardston, W. H. Duce; Edmonton, Geo. Beart, E. H. Scott, J. B. Gillies; Foremost, J. G. Robinson; Grasse Lake, J. H. Watson; Jenner, C. J. Williamson, Thos. Wilton; Lacombe, W. N. Morrison; Lethbridge, J. W. Bawden, E. M. Ryland; Olds, A. P. Chase; Oyen, S. G. Miller; Pincher Creek, W. A. Fraser; Regina, G. W. Anderson; Red Deer, T. A. Gaetz and wife, W. E. Lord; Saskatoon, M. E. Raymond, A. Hallam, C. L. Kilburn; Suffield, J. F. Powers; Taber, E. Venville, J. J. Horrigan, R. H. Anderson, H. Hill, A. L. Wood; Winnifred, M. H. Smith; Winnipeg, H. L. Southall, J. A. Banfield; Medicine Hat, Thos. Bell, J. P. Mitchell, H. G. W. Forster, H. Brown, J. Bullivant, S. Silver, J. M. Cooper, W. J. Fleming, H. S. Ireland, James Kellas, W. B. Kester, F. C. Taylor, S. E. Gust, D. Mitchell, C. S. Pingle, W. F. Foster, J. H. Bell; A. Macpherson, A. F. LePage, P. Yeo.

INDUSTRIAL EXPANSION IN ALBERTA

Mayor Brown outlined some of the plans of the Provincial Government for the development of the Province of Alberta at the banquet held in the Cecil Hotel on Wednesday evening. He stated that experts had been employed to report on the resources of the province. Mention was made of the forthcoming Congress to be held in Calgary to which four or five hundred manufacturers from Eastern Canada and the United States would come. Mayor Brown urged the co-operation of the retail merchants of the province.

"This is one of the most important movements in Western Canada," said the Mayor. "The merchants will benefit as much as anyone, and it must be remembered that the development of one section of the province will help every other section."

A speaker at the Anglican Synod held recently in Toronto blamed the food profiteers with being responsible for the starving to death of the wives of clergy, who had to live on \$1,000 a year. It is all very well to get into the habit of blaming everything on the food profiteers, but it seems unreasonable to lay at their door what is actually the fault of the pitiful salary given by the Church.

THANKS!

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Toronto, Ontario.

Dear Sirs:—

Allow me to congratulate you on your fine Spring Number of CANADIAN GROCER.

E. P. Hill,

Truro, N.S.

May 10, 1919.

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EDITORIAL BRIEFS

WE have had four years of war, and we as Canadians have suffered little, but we are wailing like spoiled children because a war-stricken world has to be fed.

* * *

THE much maligned packing companies did not make a 15 per cent. on their capitalization, which it is to be remembered is small, during the year 1918. We wonder how many other business organizations could say as much.

* * *

THE canners are paying 17 cents a quart, crates and boxes returned, for strawberries and about the same for raspberries, and some growers are going to become wealthy almost over night. But we hear nothing of this. But wait till the grocer tries to sell the jam made from these strawberries, and hear the clamor that will arise.

* * *

While the budget changes may not show any immediate effect, it will ultimately result in somewhat easier prices. Present foreign food importations are light, but they will be heavier later, and the removal of the 7½ per cent. tax will mean some slight measure of relief.

* * *

IT IS just a little difficult to understand why the farmer who a few years ago was satisfied with 75 cent wheat, for which he now receives \$2.26, should

be investigating the case of the grocer, who is only endeavoring to make the same 20 per cent. profit on his sales that he has been making for years past.

A FAIR EXAMINATION DEMANDED

THE Retail Merchants' Association has taken a definite stand that its members will not appear before local investigating committees composed of Boards of Trade, Housewives' Leagues, and Great War Veterans' Associations, to be examined. Every right-thinking man will commend this stand.

Even a known criminal has a right to a fair trial. The retail merchant is not a criminal. There is no shred of evidence to suggest such a thing, and if he is to be called upon to be examined, they have at least the right to demand that it must be by a duly established court, and not by a gathering in the market-place. Every merchant everywhere should be heart and soul with the Retail Merchants' Association in this matter.

LAWYERS AND FARMERS TO EXAMINE BUSINESS

IT is interesting to note that in the cost of living commission appointed to investigate present conditions, the bulk of the members are lawyers, the balance with two or three exceptions farmers, with one lonely retailer among the fifteen with any knowledge of business or business conditions.

They may be well intentioned but they do not know, and cannot understand. Incidentally they are faced by a public spurred on by the newspapers, who do not want facts, but a scapegoat.

Their ideal is a W. F. O'Connor, who made pronouncements out of the fullness of a colossal ignorance of the existing condition, and they are hounding a Dr. McFall because he has tried to give them the facts, and has not been led into misstatements by the popular clamor. The case has been pre-judged. There can be no fair trial now. The demand is not for "justice," but for "a conviction."

SOWING THE WIND

AMONG the sinister influences at work in Canada at the present time must be reckoned some members of the daily press, and among these unfortunately must be noted some of the more influential dailies. Misinformation is always dangerous, wilful misrepresentation in this regard, that is reprehensible at any time, is almost criminal at the present.

The Toronto Globe is one of the great offenders. By direct charge and covert innuendo, it is carrying on a definite campaign to discredit the food manufacturer and handler, and to raise a hue and cry against them.

Note these two paragraphs clipped from a recent issue:

"There could be no greater deed of treachery to a country than that of deliberately planning to prevent its people getting cheaper food."

"If there is any truth in the story that Canadian meat packers buy space on steamers to prevent the importation of foodstuffs from Australia, some of them should be lodged in jails from which it is not so easy to escape as that in Toronto."

It is questionable if even the *Globe* is simple-minded enough to credit such absurd rumors. But they are not averse to passing them on to poison the public mind and to increase the wave of bitterness that is fomenting in this country. Unquestionably the cost of living difficulty is at the back of much of the present labor unrest. But this is only so because the people have been systematically fed with false statements, by men who were ignorant of the facts. In times like these such a campaign is little short of a crime. Men who should have been directing and safeguarding the public interests, have closed their eyes to the few simple facts that account for everything, and have colored the evidence

that came to hand. In the decades past there has never been an overwhelming surplus of food in the world. Oversupplies in one part of the world have been met by shortages elsewhere. In the days of peace, there has been no wide margin of safety.

For four years past, millions of men have been taken from the peaceful pursuits of food production, and set at one another's throats. Millions of acres of the most fertile lands of the world have been harried by war and revolution. Tens of millions of men have been taken from the production of products that add to the world's happiness and wealth, to the production of commodities that mean waste and destruction.

For four years half the world has been crying for crusts to keep it in life, and the balance of the world has been on short rations. Food is high in price and will continue to be for years, because there is not enough to go round. That is the solemn fact that many influential newspapers are disregarding. Their reasons are their own, but their influence is reaching out dangerously into every walk of life.

He who sows the wind must reckon with the whirlwind.



Current Events in Photograph



A FINE WAR CAPTURE

Submarine UC-97, 1918 model, which arrived at the port of Montreal, May 27, on its way to the Great Lakes. This submarine comes from New York and was towed in by the "Iroquois" and will make way to Detroit where it will be exposed for a few days. The UC was the means of getting numerous subscribers to the last Victory Loan held in New York. On the turret is the Imperial Eagle with two heads bearing the legend "Gott mitt uns."

Enquiry Department

WHEN you become a subscriber to **CANADIAN GROCER** this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

SELLING TEMPERANCE BEERS

Can a general merchant sell soft drinks and Temperance or Frontenac Beer supposed to contain less than 2½ per cent. proof spirits on an ordinary license to sell groceries, etc.?—Wm. E. Harbour, Sandy Beach Centre, Co., Gaspé, Que.

Answer.—No license is required to sell these goods.

MANUFACTURERS OF SODA FOUNTAINS

Will you please supply us with names of the manufacturers or wholesalers of soda water fountains?—Exploits Valley Royal Stores, Ltd., Millertown, Newfoundland.

Answer.—The following are manufacturers of soda water fountains: Liquid Carbonic Co., King St., Chicago, Ill.; Fletcher Mfg. Co., Ltd., 41 Hayter St., Toronto; J. J. McLaughlin Ltd., 145 Sherbourne St., Toronto.

CANADIAN AGENCY OF STIMPSON CO.

Kindly furnish me with the name of the Canadian agency of the Stimpson Computing Scale Co. of Elkhart, Indiana.—J. C. Kelly, Esq., Creighton Mine, Via Sudbury, Ont.

Answer.—We find that the Detroit Automatic Scale Co., Detroit, Mich., are successors to the Stimpson Computing Scale Co., of Elkhart, Indiana, and that the International Business Machines Co., Campbell and Royce Sts., Toronto, Canada, are their Canadian agents.

WEIGHT OF MAPLE SYRUP AND CASE RE EGGS

What should an Imperial gallon of maple syrup weigh?

I shipped eggs to Toronto last September, one case missing at its destination. I put in my claim, have written the company several times, got no reply. What should I do in this case?—W. K. Loth, Esq., general merchant, Milverton, Ont.

Answer.—An Imperial gallon of maple syrup should weigh about 14 lbs.

Regarding the eggs you shipped to Toronto last September, we would advise you to write the company again pointing out that it is eight months since case was missing and although you notified them and put in your claim at the time, you have received no satisfaction, and that if you did not hear from them within eight days, the matter would be placed in the hands of your lawyer.

SECOND-HAND CASH REGISTER

Will you kindly put me in touch with somebody who has a second-hand cash register for sale?—John Haihiek, Chin, Alberta.

Answer.—National Cash Register Company, 40 Adelaide Street, West, Toronto, Ont., and J. B. Pyper, Port Arthur, Ont.

ACTION FOR RETURNED GOODS

Please advise me through columns of **CANADIAN GROCER**, if a wholesale house in Province of Quebec can sue for amount of two dozen overalls, \$50.00, which were returned to them promptly after having been received on the ground that they were unsatisfactory as compared with sample ordered from, and where suit would take place, viz.: here where contract was made or in Quebec.—H. M.

Answer.—A merchant is not required to accept goods which are not up to sample. Suit would be brought where sale took place.

LISTING AS WHOLESALER

As a subscriber to your paper I would be very glad indeed if you could give me the following information:

What is the usual way to be listed as a wholesaler and jobber?

Can you put me in touch with brokers from Barbados Islands handling molasses and sugar?—J. A. Lapage, Chicoutimi, Que.

Answer.—To be listed as a jobber and wholesaler, apply to secretary of Quebec Wholesale Grocers' Association, Montreal, Que.

The name of brokers who would be likely to handle Barbados molasses and sugar are the following: West India Co., Coristine Bldg., Montreal; Robert Crooks Co., St. Sacrament St., Montreal, and the following wholesale grocers: Hudon, Hebert & Co., Montreal; Laporte Martin, Ltd., Montreal; Jos. Ward & Co., Montreal; Chaput Fils & Co., Montreal; Patenaude, Carignan & Co., Montreal.

MARKET FOR POTATOES IN MONTREAL

Will you please tell me where I could sell potatoes in car lots in Montreal?—Mr. Charles Pelletier, St. Gabriel de Brandon, County of Berthier, Quebec.

Answer.—Those who would be interested in Montreal would be as follows: Jos. Ward & Co., Place Youville, Montreal; A.

Lalonde, 13 Jacques Cartier Sq., Montreal; Mr. J. Hill, 1 Bonsecours Market, Montreal; Renard & Giroux, Bonsecours Market, Montreal; Charbonneau Freres, Bonsecours Market, Montreal.

CARD WRITING AND SIGN PAINTING COURSE BY MAIL.

Could you tell me where I could get a course in price card writing and sign painting by mail?

Answer.—Shaw Correspondence School, Yonge St., Toronto, Ont.

Where could I receive literature on the practice of show-card writing?—Oscar Schummer, Linwood, Ont.

Answer.—The Shaw Correspondence Schools, Toronto, have a course on show-card writing. "Modern Show Cards and Lettering" is a useful booklet on the subject that can be secured from the Thompson School of Lettering, Pontiac, Michigan, price \$1.00.

ICE CREAM CONES.

"Would you please furnish us with the name of a reliable manufacturer from whom we may buy ice cream cones?"—Hugh Walker & Son, Guelph, Ont.

Answer.—Consolidated Wafer Co., Toronto, Maclure & Langley, Toronto, selling agents.

NAME OF MANUFACTURERS

We found the names of manufacturers and their agents in your issue of the **CANADIAN GROCER** of April 25th, 1919. There are some manufacturers and their agents, for some lines, which we cannot locate, The York Trading Company, Ltd., 107 Front Street East, Toronto.

Kindly forward name and address of agents or manufacturers of:—

Chiclets—Answer Canadian Chewing Gum Co.

Oxo Cubes—Answer, The Oxo Co., Montreal, Que.

Krinkle Corn Flakes—Answer, Kellogg Cereal Co., Toronto.

Montserrat Lime Juice—Answer, National Drug Co., Montreal.

MANUFACTURERS OF MILK POWDER

Kindly favor us with names of firms manufacturing dried milk powder, and oblige.

Answer.—The only firm in Canada that we know of manufacturing dried milk powder is Canadian Milk Products Company, St. Patrick Street, Toronto, Ontario.

CANADIAN GROCER,

143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

Protecting the Home Town Front

The Part That "Mud" Plays in the Success of a Town—The Four Important Factors in a Town's Growth—Measuring Miles by Minutes—Getting the Right Sort of People to the Town—The 100 Per Cent. Citizen

FRANK STOCKDALE, the noted authority on merchandising subjects, is becoming better known in Canada every year. He has delivered lectures in a vast number of communities in Canada during the past year, and a multitude of merchants are looking to him to throw some light on many vexed problems of merchandising. Among the places he lectured at recently was Regina, where he delivered a course of four lectures in connection with the convention of the Retail Merchants' Association, Saskatchewan branch. That many of those who were not able to be present at that convention, and have been unable to hear him at other places, might have some of the benefit of these addresses, CANADIAN GROCER sent a special representative to this convention to take a report of these addresses. The first of these articles appeared in a recent issue of this paper. In succeeding issues we will publish the balance of this series.

The next lecture deals with the subject, "Sale-people of To-day and To-morrow." Mr. Stockdale in this lecture makes an interesting distinction between "selling" and merely "waiting on" a customer. The question of service, of viewing the sale from the other side of the counter, handling the difficult customer, are among the interesting questions that are dealt with in this lecture.

IN my opinion the day has arrived in most places, and will arrive in all places, when the competition to which you must give your attention as a part of your business will take you outside of your own stores and hook you up in the ranks of the protectors of the home town front. Competition is no longer between individuals exclusively. In many places the main competition is not between individuals but between towns. The town problem is one you will be interested in when you know what it means.

"In the State of North Dakota is being carried on a campaign, and the object of that campaign is to promote the interests and the welfare of the communities of that state as a whole. In the United States there are at least 10,000 declining towns. In Illinois between 1900 and 1910 there were 357 incorporated cities and towns that actually went backward in that period. These centres had fewer people in 1910 than in 1900. That is an indication of an almost universal condition.

"The whole of Canada is going forward in population, but we have this problem on our hands. I like to compare the community of to-day with the family of yesterday. The family of yesterday had the spinning wheel in the home. Now we have in the community a man responsible for bringing clothing to the homes. Yesterday people raised and ground their own cereals, whereas to-day the retail grocer is responsible for supplying foodstuffs. Yesterday the man cut his wood or dug the mine, whereas to-day the coal man provides these fuels. Things that used to be done in the home are being done in the community by other people. The communities are the big families to which we belong, and the trouble is we do not recog-

nize our relationship to that family. We look upon ourselves as individuals, but we have an inter-dependence with provincial and national life. A house divided against itself cannot stand. That is historical. A community divided against itself cannot prosper.

Fewer and Bigger Towns

"There are tendencies going on towards the centralization of population. In my opinion we are going to have fewer towns and bigger towns. Community building is a real problem.

"The greatest ally of the mail order house is spelled with three letters, "MUD." In your town two things are necessary to make good towns. Good roads and good stores. Good roads make a poor town, unless it has good stores in it. Good stores don't make a good town, unless there are good roads in an agricultural community. The town with the best roads and stores will be the best town.

"Things That Make a Good Town Internally"

"A town must be a good place to live in and a good place to make a living in. One of the problems of the Canadian Northwest is to make your towns a good place in which to live. The natural advantages of that country are unsurpassed."

The following four points were emphasized by Mr. Stockdale as being the essentials of a good town:

- Production or manufacture.
- Transportation.
- Trade.
- Civic Welfare.

"People are congregated in a town for trade," continued Mr. Stockdale. "If the prosperity growing out of that trade is not directed along the lines of civic

welfare, the town is not much good. Water supply, sanitation, streets, sidewalks, schools, entertainment features are the essentials of civic welfare. In all new countries the problem is to make them good places to live in. People make values and the country wants people.

Town as Big as the Territory Served

"The single taxers say 60% of our values are social values or community values brought about by the coming together of people. There is a lot of truth in this. The average man does not realize what it means to bring people to his town, or what it means for people to go out of his town. The farmer opposes the interests of the farm, because of the imaginary Chinese wall built around the town. How big is your town? You will say 200, 300, or 1,000. Your town is as big as the trade territory that you supply. If you reach out fifty miles, that is the size of your town. You want to protect that town front. The fronts will overlap a great deal.

"One farmer thinks the town people are a nuisance and sends away for everything he wants. This farmer's land is worth \$100 an acre, compared with \$20 for better land in another section not so close to town facilities. He gave for his reason for not moving to the better and cheaper land the fact that he had had enough pioneering. This farmer's land was worth five times the price of better land, because it was near a town.

"You cannot pioneer in a crowd. The farmer's wife has social connections in town, the children attend the town schools, the son works in a store in town. These things enhance the value of the land located near the town, and the farmer owes the town something for increasing the value of his property.

"The bigger the town is, the farther

Continued on page 41

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

John F. Outhit and W. Roy Outhit, who have been doing business as John F. Outhit & Son, have retired from business, owing to the premises occupied by them being sold.

QUEBEC

J. E. England, general merchant, Dunham, is retiring from business.

R. G. Lind, merchandise broker, Toronto, spent some time in Montreal this week.

L. K. Shourds, apple evaporator, of Wellington, Ontario, was in Montreal this week.

J. H. Magor, Montreal, spent some time in Western Ontario points last week and this.

Thos. Kinney, of Kinney and Colliver Canning Co., Picton, Ont., was in Montreal this week.

J. H. Magor, Magor Son and Co., Montreal, was a business visitor in Toronto during the week.

J. A. Marshall, Montreal manager Western Canada Flour Mills Co., Ltd., has been confined to the house for a day or two.

C. Ritz, Montreal manager, Robin Hood Mills, returned from a trip to the Middle Western States. Mr. Ritz reports the crop prospects in that part of the country to be excellent.

ONTARIO

Jones and Marlor, grocer, Birch Cliff, have suffered loss by fire.

Pellow & McMeekin, general store, Hearst, has been damaged by fire.

S. Millar, grocer, 716 Somerset Street, Ottawa, has sold his business to Edgar Empey, who will operate under the trade name of Empey and Co.

J. C. Cooper, Upper James Street, Hamilton, is adding a new silent salesman to his store for the purpose of displaying standard remedies.

A. G. Bain, of A. G. Bain & Co., King Street, Hamilton, who has been very ill at his home for some time now, is showing considerable improvement.

The citizens of Bowmanville, Ont., voted on a by-law on Wednesday of last week to grant a loan to the Canada Scale & Slicer Co., which recently located there. The by-law was carried by a big majority, only a few votes being registered against it.

A. F. Choate will open on Monday next, June 16, his branch store at McCracken's Landing, Stoney Lake. The main store is at Warsaw, Ont., the branch store being opened just for the summer months. Mr. Choate is also postmaster

at McCracken's Landing Post Office. This office will also open for the summer months on Monday next.

BUSINESS CHANGES

Mary Short, grocer, Toronto, has sold to Fred Adams.

M. Kelly, grocer, has succeeded R. A. Smith, Kagawong.

Munro Wigle, grocer, Kingsville, has sold to O. E. Hillman.

The Vineland General Store, Vineland, has obtained a charter.

F. Turner, grocer, Toronto, has been succeeded by Bright and Totten.

R. D. Little, grocer and meats, Owen Sound, has sold to Bert Fielding.

McLean and Crozier, general merchant, Haley's Station, have dissolved partnership, J. Crozier continuing the business.

FURTHER EARLY CLOSING DATES

COBALT.—Stores close Wednesday noon, June, July and August, and nightly except Saturday at 7 p.m.

HAILEYBURY.—Stores close Wednesday noon, June, July and August, and early nightly except Saturday.

NEW LISKEARD.—Stores close Wednesday noon, June, July and August, and early nightly except Saturday.

ARKONA.—Stores close Wednesday noon, May to September, inclusive, open every night except Wednesday till 9.30 p.m.

CREEMORE. — Stores close Thursday 12.30 from June 12 to Aug. 28. Stores open Wednesday evenings until 10.30.

QUAKER OATS SUPERINTENDENT

R. W. Cormack has been appointed superintendent of the Quaker Oats Company's plant at Peterborough, Ont., to succeed the late Mr. Denham, who had been in charge for many years prior to his death. Before going to Peterborough Mr. Cormack was superintendent of the rolled oats and cornmeal mill of the company at Fort Dodge, Iowa. His father was one of the original rolled oats and oatmeal millers in the United States, operating a mill many years ago at Rockford, Ill.

SARNIA, ONT. TO HAVE COLD STORAGE

A new company, the Sarnia Cold Storage, Limited, is slated for this city. It is capitalized with \$50,000, consisting of 500 shares at \$10 each. Included in the incorporators are Frederic B. Reeves, W. J. Barber, Clare Judoe, Alex. S. Burham, Norman S. Gurd. The com-

pany is empowered to produce, purchase and sell butter, cheese, eggs, milk, vegetables, poultry, fish and other food, farm and dairy products and the various materials entering into the production thereof, to raise, buy, kill and sell live stock of all kinds, and to manufacture all kinds of meats, meat products and dairy products, to carry on the business of refrigerating, cold storage, warehouse, etc.

ROBERT H. DAVIES DIES IN BALTIMORE

Robert H. Davies, 45 Foxbar Road, youngest son of William Davies, of the William Davies Company, died recently in Baltimore, where he had gone for medical treatment, in his forty-eighth year.

Mr. Davies' death followed an illness of several weeks' duration. He suffered from a nervous breakdown and went to Baltimore to consult specialists in that city. He leaves a wife and one daughter, Dorothy.

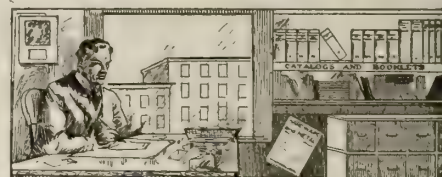
Mr. Davies was a director of the William Davies Company.

ST. THOMAS OUT TO HAVE EARLY CLOSING

An effort to have the St. Thomas, Ont., by-law, necessitating early closing, rescinded, has not been successful. There was some discussion over the relation of groceries and vegetables and as to whether the latter could be sold in fruit stores in closed times. The by-law was sustained and becomes effective June 16.

OTHER CLOSING DATES

In addition to the list already published, a half holiday is in force in the following places: Mount Forest, Ont., stores close Tuesday afternoon; Prescott, Ont., stores close Wednesday noon, June, July and August.



The International Business Machines Co. has issued recently a tastefully gotten up war souvenir showing pictures of the Allied commanders. It is in the form of a wall card, and its artistic appearance will assure it a good reception.

EARLY CLOSING BY-LAW BY JULY 15th

Toronto Grocers' Section of Retail Merchants' Association Appoint Committee Re High Cost of Living Investigation

At the regular monthly meeting of the grocers' section of the Toronto Retail Merchants' Association, at which the chairman, Robert Dowson, presided, correspondence was read from some of the milling companies in regard to the deliveries of flour short weight. The Campbell Milling Company, West Toronto, suggested that the city be asked to send a man to the mills for the purpose of weighing the flour. The company stated that in a recent test, in which 20,000 seven-pound bags of flour were weighed in the Campbell mill, there was only a total shortage of two pounds. There was a certain amount of shrinkage, it was pointed out, that was very often the result of the flour lying in the store windows, exposed to the sun.

Wm. C. Miller, secretary of the Retailers' Association, outlined the early closing by-law, informing the grocers that he believed it would be in effect by July 15th.

Special Cost of Living Committee

A special committee, consisting of Robt. Dowson, D. W. Clark, James Blood, W. J. Nichol, and J. B. Folk was appointed to represent the grocers before the Government Commission investigating the high cost of living. They will go to Ottawa when called on.

A resolution was passed approving of the action of the Canadian Manufacturers' Association in its suggestion that a Royal Commission investigate the Toronto Street Railway situation, in an effort to avert a strike.

Object to Travelers Suggesting Resale Prices

A discussion took place on the subject of suggestions by travelers of resale prices. The grocers took exception to travelers suggesting to them that they sell an article at a certain figure, and thereby creating a general quotation on an article. The grocers were of the opinion that this practice should be stopped.

ST. CATHARINES FRUIT HANDLING PLANT DESTROYED

Fire from an unknown origin caused \$30,000 damages to the property of the St. Catharines Cold Storage and Forwarding Company at the Geneva Street station of the Grand Trunk Railway, St. Catharines, Ont., on Saturday night last, the entire storehouse of the company, with complete stock of baskets, spraying material and general fruit-growers' supplies being destroyed. The fire had its origin in a small shed near the storehouse, and may have been the result of incendiarism or a careless trespasser. On the building, which was valued at \$5,000, insurance of \$3,000 was carried.

The greatest loss was upon the contents, valued at \$25,000, on which the insurance was but \$9,000.

The plant is the centre for the forwarding of fruit from the St. Catharines district during the summer season.

"PROTECTING THE HOME TOWN FRONT"

(Continued from page 39)

the influence on farm property extends. Some people vote down school improvements, but this is a serious matter. The town with good schools and churches draws people. This is the basis of community development.

Attracting the Right People

"How can you induce the greatest number of people to live in your community? There are two kinds of people that are attracted to communities; one is the old man who has made his money. The other is the young man who wants to make his money. One has fortune and the other has energy. These are the shifters. Communities of the East are losing to the communities of the West the men of this class. Old men go to California, because it is a better place to live in. The man who makes money in this country gets out of this country unless he gets good roads. There are 75,000 people from the State of Iowa in the Iowa Society of California. There are 125,000 Iowans in California. They are not there for the climate, as most people think. California has had its climate for a long time, but it is only recently that the people have got the habit of going out there in such numbers. One official of the railways, who investigated the matter, said people were going to California for good roads. One farmer in California stated that he spent most of his time motoring while in California, and that he spent \$6,200 in five years on car expenses.

"The climate makers of California are the drawing card. The spirit of the people of California makes it what it is. They are real boosters in Los Angeles—the city advertising built. They back their boosting with their money too. The booster who does not back it with his money is a four-flusher.

"Good roads are necessary to hold the people, and good roads are a factor that is developing and causing this evolution in our communities.

Measuring Miles by Minutes

"The way to measure distance is not by miles, but by minutes, between towns. Thirty-five miles may be forty-five minutes, or four hours. Good roads will develop the community, and these good roads are going to eliminate a lot of the small towns. There are just two things a small town can do—either grow into a big town, or get off the map. Small-town people get busy.

"If a town has good transportation it is a good retail town. The support of the town comes from the dollars that go over the retail counter. Thirty cents of every dollar goes to pay telephone,

net profits, etc. This thirty cents drops out of every dollar and goes into circulation.

"Retailers are the backbone of the community from an economic standpoint. It is not what a man earns—that is an individual asset, but what he spends—that is a community asset."

A 100 Per Cent. Citizen

At this point Mr. Stockdale outlined the following as a 100 per cent. citizen:

Man who works in community, 10 per cent.

Man who lives in community, 40 per cent.

Man who spends for all he needs in community, 50 per cent.

"Money must go over the retail counter before you can have civic welfare," said Mr. Stockdale, continuing. "The trouble with the average community is 'smugosity' (a word coined by Mr. Stockdale to express the self-centred composure of some communities). Smug meaning self-satisfied, and ossified meaning bone.

"Ignorance is shown in modern community building. We adhere too much to individuals. The price of co-operation is sacrifice. You have to sacrifice some of the things you would have as an individual to have the things you would have by co-operation.

"What is the great improvement in city government, which we have had in the last few years? The commission form of government. You cannot wipe out a town instantaneously, but it is the slow fire of competition which does the damage. The war shows the value of unity of command, purpose and action. That is the secret of community building.

"Some towns furnish everything to make a real organization, but nobody is willing to furnish the time and energy. We have to get all the interests of the community together. If you are going to have a good community you must get individual responsibility. This co-operative work is a part of your business, not as a community duty. You help to gain by helping the other fellow to gain.

"If you want to live in the kind of a town like the kind of a town you like,

You needn't slip your clothes in a grip And start on a long, long hike.

You'll only find what you left behind, For there's nothing that's really new.

It's a knock at yourself when you knock your town.

It isn't your town—it's you.

"Real towns are not made by men afraid Lest somebody else gets ahead.

When everybody works and nobody shirks,

You can raise a town from the dead. And if, when you make your personal stake

Your neighbor can make one, too, Your town will be what you want to see, It isn't your town—it's YOU."

NEWS FROM WESTERN CANADA

WESTERN PROVINCES

T. J. Rogness, grocer, Kingman, Alta., has suffered loss by fire.

W. M. Barter, grocer, Swift Current, Sask., has suffered loss by fire.

M. Bronstone, general merchant, Darnody, Sask., is discontinuing business.

M. Prosnier, grocer and confectioner, Winnipeg, has been succeeded by Geo. Farmery.

The Regina Cut Rate Merchants' General Store, Holdfast, Sask., have sold to Glassman Bros.

The Chipman Cash Store, Ltd., grocers, Chipman, Alta., have sold out.

Anderson and Solie, general merchants, McGee, Sask., have dissolved partnership.

The Ralston Marshall Co., general merchants, Sylvan Lake, Alta., are discontinuing business.

Chas. H. Leathley, grocer and confectioner, Edmonton, Alta., has been succeeded by Eyrl and Warren.

Lee and Nelson, Ltd., general merchants, Sceptre, Sask., have dissolved partnership, Mr. Nelson continuing the business.

Among the stores suffering in the recent disastrous conflagration that visited Lac La Biche, Alberta, were the general stores of A. Berube, A. Hamilton, and U. Limoge.

ARE YOU A MODEL CLERK?

"What qualifications do you look for when selecting an employee for your store?" This question was recently asked of a leading Western retailer who has given the following information concerning the qualifications expected of men who will successfully fill the various positions in a retail grocery store.

Front Counter Clerk

"The clerk who is to fill the position of salesman on the front counters of the store should have good appearance, a pleasant address and an aptitude for arranging stock attractively," says A. E. White, general manager of W. H. Stone Co., Ltd., Winnipeg. "He should also be able to write a good plain price ticket, have a full knowledge of window display, and last but not least, to be absolutely honest insofar as both employer and customer are concerned."

"If this type of clerk is to be used for soliciting orders, in addition to these qualifications he must also be a salesman of merit, and have the ability to collect from the customers to whom he sells."

Packers

The qualifications of a clerk who is to be chiefly employed in packing groceries are as follows: He should have good judgment in the selection of groceries so as to give best satisfaction to

customers. He should take steps to find out what preference certain customers have and see to it that they get that variety each time an order is placed.

"Accuracy and quick despatch of orders are also valuable attributes in a packer," added Mr. White.

Drivers

No boys are used as drivers by the W. H. Stone Co. "Experience has proved that young men of at least twenty years of age are more satisfactory," says Mr. White. "Their salaries are higher, but the added cost is money well spent, for they are more conscientious and give more attention to the interests of both the customer and the employer. They also give better attention to the horses."

VANCOUVER WILL TEST LEGALITY OF GUESSING CONTESTS

The Board of Police Commissioners of Vancouver, at their recent meeting instructed Major W. M. McKay, city prosecutor, to go ahead with test cases against certain storekeepers who are

part and registering their guesses they render themselves liable to prosecution and a fine of \$20.

VANCOUVER STORE MAKES RECORD RUN

Possibility of Strike Sets Housewives Buying—Store Hundreds of Orders Behind Its Schedule

"Vancouver housewives don't intend to be caught with empty larders," says Mr. Jackson, of the Hudson's Bay store. "Friday we started business 700 orders behind our deliveries, and Saturday, 500 behind. We've been working every night till eleven, but we're getting 'out from under' now."

FEATURING SPECIAL IMPORTATIONS

One enterprising Vancouver retailer has a front window piled high with new crop Brazil nuts—the first as yet to be on this market. He ordered them direct from Frisco, where they are quoted today around eighteen cents. They are selling readily at 40 cents per pound.



The Grocery Department of the N. Maybee general store, Grandview, Man. Mr. Maybee is seen standing behind the counter. There are many general stores who confine their grocery department to the rear, but Mr. Maybee believes that it should be placed in the most convenient place for the customer at the front of the store. Because of this he has not far to carry his goods to his buggy or car. The photo gives a good idea of how display counters may be effectively used to sell the goods.

taking part in the bean-guessing competition.

Action will be taken under the Trading Stamp Act, the city prosecutor pointing out that under that act any person participating in the competition is liable. Patrons of the competition are, therefore, warned that by taking

STORE KEEPS TRAVELLER ON THE ROAD

Tarrabain's General Store Has Found This a Successful Scheme

Mr. Tarrabain, of Tarrabain's General Store, South Edmonton, has, for a number of months, made the mail order

trade a feature of his business. While a well assorted and displayed stock greets the shopper who comes to the store, and a good local business is enjoyed, Mr. Tarrabain keeps three travellers on the road all the time, calling on all the farmers within a radius of a couple of hundred miles, and any order totalling \$10 or thereabouts is delivered free.

Cash and Carry Not Always Workable

It is Mr. Tarrabain's opinion that the cash-and-carry system is only partly workable in country districts. The workable part is the cash part, and all

the business of the store is done on a cash basis. The travellers have latterly carried samples of dress goods, print, and sundry goods lines with very gratifying sales to the credit of the innovation. The quantities of all the bulkier commodities bought by the farmers are too great to permit of even taking them out in their cars in many cases. Even with delivery, Mr. Tarrabain says, he can do 5 per cent. better for his customers even on groceries than the catalogue houses. CANADIAN GROCER was lying on Mr. Tarrabain's desk, and he stated that the market news is of great service to him.

eler and his firm succeed in forcing down retail profits to basis suggested, — will be one line that, instead of being displayed on our table, will be put in the background and sold only when asked for."

The Manufacturer's Answer

The matter was taken up direct with the manufacturer concerned, and the following reply was received:

"The writer will be glad to take up this matter with our representative; however, will say that there is one point in this dealer's letter which possibly may give a somewhat inaccurate impression. He states that his cost includes freight. This is true only on purchases of — in single cases, inasmuch as we have a drop shipment plan, starting at two case lots, on which we prepay all freight charges. Very few dealers who handle the largest size of —, that is the 9 lb. size referred to in the letter in question, do not also handle several of the smaller sizes. In fact, it is the writer's impression that we prepay freight on a very high percentage of the amount of — sold."

CANADIAN GROCER would be glad to hear from other merchants throughout the country with their views and experiences on this point; also from traveling salesmen.

Price is Not Featured in This Store

Taylor Bros., Medicine Hat, Make a Policy of Not Emphasizing Prices—Some Interesting Ideas in Window Dressing

TAYLOR BROS. were the first grocers in the City of Medicine Hat, and they are still among the first. Old buildings have given place to new brick structures, and old methods have yielded to new, but the Taylor grocery store not only kept abreast of the times, but anticipated them. The present store is done entirely in white enamel, and gracefully finished off with a few palms. Partly on account of the stress a competitor was putting on "price," Mr. Taylor decided some time ago to not mention it—so, neither in his advertisement nor in the store is a price ticket in evidence.

Specialized Advertising

With everything seasonable that arrives, be it honey, the first maple syrup, or the season's first offering of any grocery line, Mr. Taylor makes it the whole story in the local advertising, and at the same time, dressed the windows entirely to feature that commodity.

He mentioned, in passing, that the competitor who advertised price first has since discontinued business. Mr. Taylor says that the beauty and usefulness of a few palms in a grocery store is out of all proportion to their slight cost. A few graceful green fronds seem to lend an artist's touch to an otherwise severe window, and often the answer to that awkward bare spot sometimes develops when you are dressing a window. That he supervises all accounts himself, he feels justified in doing a part credit business. However, he states, at the end of each year, the credit business has not varied for the last several years. I do not permit it to increase." The whole appearance of the store—all fixtures in white—the touches of green here and there, coupled with the constant play of the water in the green salad vegetable display rack, creates an atmosphere of cool, clean restfulness that must conduce to good summer business.

NAVEL ORANGES OUTLOOK FINE

According to the reports from the California orange districts, the prospects thus far are the best since 1910 for large output of navel oranges. The trees are covered with new spurs, all of them carrying heavy bloom. In former years this has always meant a large orange crop.

Do Travelers Suggest Too Low Selling Price?

Here is One Merchant Who Claims That Sometimes They Do—Special Case Cited Where He Would Lose Money Selling at Price Mentioned by Salesman—Merchants Lax in Studying Costs

A MERCHANT made the statement the other day that occasionally some traveling salesmen indirectly suggest occasionally to a retailer the resale price of his product, naming a price on which the retailer does not make very much profit margin.

"The only remedy for this," he added, "is a knowledge of the retailer's cost of doing business, and what margin of profit must be secured to cover cost of doing business and a certain percentage for net profit." This merchant made the claim that many retailers did not know sufficient about their cost of doing business, to be in position to say what the resale price of an article should be. They adopt the traveler's suggestion and actually sell goods at a loss, when cost of doing business is taken into consideration.

Recently a retailer in Eastern Ontario wrote CANADIAN GROCER setting forth an instance of this kind. His letter in part was as follows:

"Some manufacturers get an idea they can force a retailer to sell their special lines regardless of profit shown, and some would fix our selling price below cost of handling. Just for example, a traveler selling — came in the other day and informed us that our retail price was too high, that our 9-lb. tins should sell at \$3.00, instead of slightly over that. A \$3.00 price means \$12.00 per case on a cost of \$10.70, plus freight and cartage of, say, 15c to 18c, unless bought in 10 case lots, or a margin of 9½ per cent. on the selling cost, or over 4 per cent. less than it cost us last year to handle goods. If this trav-

If I were a grocer in a residence section of a city, I would use a woman's unreasoned but reasonable version against moving a broom as a lever to bring into my store each woman who moved into the neighborhood where I was in business.

To do this, I would get from the renting agents the name and address of each family renting an apartment in my section of the city. I would mail each one a letter enclosing a card which, if filled out properly and presented at my store, would entitle the holder to a good quality broom.

The card would have a space for the old address, the new address, and the name of the family's former grocer. This information would aid me in looking up my prospective customer's credit standing.

I would urge my delivery men to be on the lookout for new families whose names I had not received from the renting agents. The impression made when the housewife came to get her broom would, I trust, make her one of my regular customers.—System.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

CHANGES in the markets are not particularly apparent this week, although prices are strong, and in most cases towards higher levels. Fresh fruits and vegetables from the Southern States are the first to show any easiness as a result of the removal of the Government war tax of 7½ per cent., and reductions in quotations are of course very slight.

MONTREAL—Interest has centred around tea and coffee this week, naturally. At the same time it seems to be generally felt that there will not be much change of price, if any. Outside factors of a firming nature make the local situation rather awkward to define, and some do not wish to make definite forecasts. Canary seed declined 5c per pound. Olive oil is lower, while refined cottonseed oil is up. Bran has declined slightly and ripe cherries and fresh tomatoes are quoted less.

Among the lines recording advances are hand-picked beans, rolled oats and cornmeal. Raisins are also firming. Syrup and molasses, though quiet, are firm. Starches are most active and the basis is steadily high. Pepper retains its high position and the spice market is generally firm. There was a stiff advance last week for lemons, while oranges are fairly normal in price. Canned goods are quite scarce, particularly some lines and are expected to firm in price. There is a seasonably good demand.

TORONTO—The removal of the war tax on all foodstuffs entering Canada is the feature of the market this week, although with the exception of fresh fruits and vegetables from the Southern States, no immediate lower-

ing of prices is noted. In the case of strawberries, pineapples and some vegetables a small difference is noted in quotations. Just at present there is not a great deal of importation, and it will possibly be a few weeks before any change will be noted in values as a result of the removal of the tax. The general list of commodities in grocery lines remains unchanged. Rices and tapioca are advancing because of scarcity. The fact that supplies of rice are becoming very much depleted and fresh imports are practically nil, has caused a big demand for tapioca, with the result that it has advanced a cent a pound. There are no Japanese rices being offered, and owing to restrictions on the American product there is none of the latter coming forward. All indications point to higher prices. Teas and coffees are unchanged in prices, and dealers expressed the opinion that the reduction in the duties will have little effect on present prices, as all the primary markets are very strong and are advancing. Dried fruits and canned goods are for the most part unchanged in prices where available, although canned tomatoes are quoted fifteen to twenty cents higher this week.

In the produce market, the tendency is to weaker levels on cheese and eggs. Both are offered from two to three cents lower this week. The butter market is firm, and is largely influenced by the operations of American buyers. Provisions are steady, with fresh meats slightly easier. The warm weather stimulated the buying of cooked meats, and advances of from two to three cents per pound are reported on cooked hams. Lard and shortening are higher. Crisco is up 65c a case, now selling at \$12.90 per case of 36 pounds.

QUEBEC MARKETS

MONTREAL, June 11—Most markets here are still firm and there is a satisfactory movement of seasonable proportions. Actual price changes are not so numerous, but there are some. Stocks are quite short on many lines, but new goods are constantly being received.

*Canary Seed Down;
Olive Oil Less*

CANARY SEED, OLIVE OIL—Five cents per pound has been taken from the

price of canary seed, which is now selling at 30c. Olive oil in one gallon tins is down, too. The new price on this is \$4.25 per gallon, and smaller sizes are proportionately reduced.

Strong Local

Sugar Demand

Montreal

SUGAR—Shipments of sugar for export account are still being made but are reported to be less. Domestic demand is increasing, and this is attributable to the coming of the preserving season. Price tendencies are unchanged but steadily firm, and in a general way refiners are able to maintain a steady and large output.

Atlantic Sugar Company, extra granulated	9 95
sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95

St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
Ising, barrels	10 15-10 30
Ising (25-lb. boxes)	10 55-10 70
Ising (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 65
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 65
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	11 85-10 95
Do., 2-lb. pack	11 95-12 05
Paris lumps, barrels	- 10 55
Paris lumps (100 lbs.)	- 10 65
Paris lumps (50-lb. boxes)	- 10 75
Paris lumps (25-lb. boxes)	- 10 95
Paris lumps (cartons, 5-lb.)	- 11 70
Do., (cartons, 2-lb.)	- 12 45
Crystal diamonds, barrels	- 10 65
Crystal diamonds (boxes 100 lbs.)	- 10 65
Crystal diamonds (50-lb. boxes)	- 10 75
Crystal diamonds (25-lb. boxes)	- 10 95

West Will Absorb

Canned Goods

Montreal.

CANNED GOODS.—The difficulties of securing canned goods to complete contracts is one of the jobber's worries. Scarcity seems to be general on many of the staple vegetables and fruits, and prices are bound to stay high. One jobber reports the shipping of several cars of canned goods to the West and voices his belief that Winnipeg and Calgary will need heavy supplies to replenish those now being used up. The market is very firm. Export business is still being conducted.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 80
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25
Currants, black, 2s, doz.		4 00
Do., gallons, doz.		13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.		3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.		2 50
Do., No. 2	2 80	3 00
Do., 2½	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2½s		3 25
Do., 2s (light syrup)		1 90
Pineapples (grated and sliced), 2s		3 60
Do., 2½s		4 50
Plums—Lombard	2 00	2 20
Gages, Green, 2s		2 45
Do. (light syrup, 2s)		2 00
Raspberries, 2s	4 00	4 20
Do., 2½s		2 60
Strawberry, 2s	3 97½	4 20

Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 25	4 75
Asparagus, imported (2½s) ..	4 85	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee		
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s		3 00
Spinach, California 2½s		3 15
Do. (wine gals.)		10 00
Tomatoes, 1s	0 95	1 00
Tomatoes, 2s		1 40
Tomatoes, 2½s	1 90	2 00
Totatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½s (doz.)		1 10
Pumpkins, gallons, (doz.)		4 25
Peas, standards	1 45	1 50
Peas, early June	1 60	1 62½
Peas, extra fine, 2s	2 30	2 35
Do., fancy, 20 oz.		1 67½
Potatoes, Can. sweet, 2½-lb tins ..		2 75
Do., 2-lb. tins		2 75
Olives (in bla, 49 wine gals.), gal.	1 35	
Specialties		Per gal.
Olive oil (pure), 1 gal. tins		7 50
Do., ½ gal. tins		8 00
Do., 5 gal. tins		7 00
Tomato Paste, 100 tins (case)		32 00

Do., 200 tins (case)	33 00	
Do., 12-10 lbs.	39 00	
Salad oil (bbls, 50 gals.), gal.	2 50	
Olives, Queen, gal.	1 45	
Canned Fish—		
Salmon—		
“Clover Leaf,” ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats		4 62½
Do., ½-lb. flats		2 30
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat		2 25
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.		1 37½
Pale, 1 lb., doz.		2 37½
Pinks, ½-lb., doz.		1 62½
Cohoos, 1-lb. talls		3 75
Cohoos, 1-lb. flats		2 25
Cohoos, ½ lbs., flat		1 75
Herrings, kippers, dz. (4 dz. case) ..		2 25
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)		1 00
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.		2 45
White Springs (1s)		2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Oysters (Canned)—		
5 oz., doz.	2 60	
10 oz., doz.	4 75	
Lobsters, ¼-lb., doz.	2 25	
Do., ½-lb. tins, doz.	3 60	
Do., 1-lb. talls	8 25	
Do., ¾-lb., doz.	6 00	
Do., 1-lb. flats	8 25	
Lobster paste, ½ lb. tins.	3 25	3 40
Sardines (Amer. Norweg'n style) ..	14 50	
Sardines (gen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality), case	7 00	16 50
Sardines, French	32 00	
Scallops, 1-lb., doz.	3 25	
Scotch Snack, No. 1, dz., Montreal ..	2 50	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snack, No. 2, doz.	4 60	
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)	6 75	
Clams (river) (1 lb.), doz.	1 90	

Beans Advance to 9c;

Peas Also High

BEANS, PEAS.—For best Canadian beans the price is advancing and one jobber is quoting 9c per lb. this week or \$5.40 per bushel. The probability is that stiff prices will prevail while the demand is active. Peas also are on a firm basis. It is stated that seeding in Quebec has been much more limited this year on both peas and beans, with the prospect of lower prices being available for the crop.

Beans—		
Canadian, hand-picked, bush.	5 00	5 40
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes		5 50
Lima, per lb. (as to quality)	0 10	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.) ..	5 50	6 00
Peas (blue)	0 08	0 09

Good Rice Sales

On Firmed Basis

Montreal

RICE.—Sales of rice are seasonably good, with a fully maintained price basis as recently revised. Some have received supplies of various rices from time to time and these they are selling at advanced rates. The tapioca situation is unchanged.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	14 60

Honduras	0 45
Siam, No. 2	7 65
Siam (fancy)	10 50
Rangoon “B”	9 75
Rangoon CC	8 10
Mandarin	10 75
Pakling	9 50
Tapioca, per lb. (seed)	0 11½
Tapioca (pearl)	0 11½
Tapioca (flake)	0 11

Summer Nut Sales On Steady Basis

Montreal.

NUTS.—Markets are in a firm position, and there is little indication of a recession of values all through the list. Heavy selling of peanuts, in a seasonable way, proceeds, and there is a fair demand for other lines. Supplies are rather broken in some varieties.

Almonds, per lb.	0 27	0 28
Almonds (shelled)	0 55	0 56
Almonds (Jordan)		0 70
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted) —		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
Peanuts (salted) —		
Fancy wholes, per lb.		0 38
Fancy splits, per lb.		0 33
Pecans (new Jumbo), per lb.	0 32	0 40
Pecans, large, No. 2, polished ..	0 28	0 32
Pecans, New Orleans, No. 2 ..	0 21	0 24
Pecans “paper shell,” extra large Jumbo		0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 80	0 83
Walnuts (Spanish)	0 30	0 33

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Suggested Prices

High For Raisins

Montreal.

DRIED FRUITS.—Prices for raisins of the coming season's growth are bound to be high. Prices for bookings are high at the coast and these high quotations are not encouraging heavy bookings; it is understood. Prune and apricot prices are steadily high and evaporated apples are commanding high prices at New York. Prunes are scarce and one jobber has advanced his quotations on what broken varieties he has for sale.

Dried Fruits—

Choice	0 24	0 25
Slabs	0 23	0 24
Fancy		0 30
Apples (evaporated)	0 19	0 21½
Peaches (fancy)		0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22½
Dried Peels (old)—		
Citron		0 45
Lemon		0 36
Orange		0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 80
In 36 lb. case		12 75
Cut, 10-lb. boxes (lb.)		0 48
Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50: 4-crown cluster, \$6.50-\$6.75: 5-crown, \$7.50: 6 crown cluster, \$7.00-\$7.50.		
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.		0 14
Fancy seeded, 16 oz. pkgs.	0 15½	0 16
Choice seeded, 16 oz. pkgs.	0 15	0 17
Seedless, 11 oz., packages	0 13	0 15
Do., 15 oz. pkge	0 17	0 18

Do., bleached, 15 oz. (choice)	0 15
Do. (fancy)	0 13
Valencias, selected	0 11½
Valencias, 4-crown layers	0 11½
Sultanas (bleached), 50-lb. boxes	0 20
Do. (15 doz. boxes)	0 22
Currents, old pack., 15 oz.	0 29
Currents, Greek (bulk)	0 18
12 oz.	0 16½
50-lb. boxes, loose	0 20
15 oz. pkgs	0 20½
Pkgs. 8 oz. (20 pkgs.)	2 00
Pkgs. 6 oz. (50 pkgs.)	3 60
Pkgs. 4 oz. (70 pkgs.)	3 70
80 lb. Ainslia	0 28
12 oz.	0 26
Do., new	0 32
Cal. currants (loose)	0 18
Cal. "Kurrants," 15 oz. pkge	0 20
Dates, E. excelsior, per case (36-10s)	7 00
Do., Dromedary (36-10 oz.)	8 25
Packages only, Excelsior	0 20
Packages only	0 19
Do., Dromedary	0 22
Figs (layer), 10-lb. boxes	2 60
Figs, white (70 4-oz. bxs)	5 40
Do., (28 8-oz. bxs)	3 50
Do., (12 10-oz. bxs)	2 20
Figs (cooking), 50-lb. boxes, lb.	0 16
Prunes—	
(25-lb. boxes)—	
30-40s	0 30
60-70s	0 22
70-80s (25-lb. box)	0 19
80-90s	0 16½
90-100s	0 15
100-120s	0 11½

Syrup is Slow But Price Firm

Montreal.
MOLASSES, SYRUPS.—Changes have not transpired on molasses and syrup in this market. In view of the strong corn prices, however, there will be no declines on corn syrup, it is stated, notwithstanding the fact that consumption is light. Molasses sale is seasonable and the basis steady.

Barrels, about 700 lbs.	0 07¾
Half bbls.	0 08
Kegs	0 08½
2-lb. tins, 2 doz. in case, case	5 15
5-lb. tins, 1 doz. in case, case	5 75
Corn Syrup—	
10-lb. tins, ½ doz. in case, case	5 45
20-lb. tins, ¼ doz. in case, case	5 40
2-gal. 25-lb. pails, each	2 45
3-gal. 38½-lb. pails, each	3 65
5-gal. 65-lb. pails, each	5 90
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 65
5-lb. tins, 1 doz. in case, case	6 25
10-lb. tins, ½ doz. in case, case	5 95
20-lb. tins, ¼ doz. in case, case	5 90
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Prices for	
Island of Montreal	
Barbadoes Molasses—	
Punchons	0 98
Barrels	1 01
Half barrels	1 03
Antigua Molasses—	
Punchons	0 95
Barrels	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Maple Business Dull Some Export Selling

Montreal.
MAPLE PRODUCTS.—Domestic consumption of syrups and sugar is confined to small lots, and, in a general sense, the market is quiet. Prices are still rather nominal, and the same will likely continue to be characteristic of the situation, especially while there is export demand from the States. Some quantities are reported as being sold to buyers from there recently. Honey sales are rather lighter than they were, and the

market is without change.

Maple Syrup—	
13½-lb. tins (each) (nominal)	\$2 10
10-lb. cans, 6 in case, per case	\$2 25
5-lb. cans, 12 in case, per case	\$2 10
2½-lb. cans, 24 in case, per case	\$2 60
Maple Sugar (nominal), small lots	0 25

Honey, Clover—	
Comb (fancy)	0 30
Comb (No. 1)	0 28
In tins, 50 lbs.	0 26
30-lb. pails	0 27
10-lb. pails	0 28
5-lb. pails	0 28
Honey—Buckwheat, tins or bbls.	0 22

Pepper is High; Has Been Active

Montreal.
SPICES.—Much buying has been done of various spices. Pepper has ruled higher and higher from week to week in some of the larger import points, and it will not be surprising if there are mark-ups in this market. As a general thing, prices are ruling firm.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls		0 35
Pure ground	0 35	0 40
Cloves	0 45	0 50
Cream of tartar (French pure)	0 75	0 80

Quotations on rice are likely to go higher. The market at present is very strong and prices this week are slightly higher on some lines. Both tapioca and sago have advanced from one to two cents this week. The scarcity of the choice rices is a matter of some concern among wholesalers and jobbers, and stocks are rather low. The tendency is towards higher quotations on all rices. There are no Japanese rices being offered, and the restrictions on the American rices renders the possibility of any big importations of these very remote.

American high test	0 80	0 85
Ginger	0 28	0 30
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		1 30
Cardamon seed, per lb., bulk		2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.		0 30
Cinnamon, per lb.		0 35
Mustard seed, bulk	0 85	0 90
Celery seed, bulk (nominal)	0 75	0 80
Shredded cocoanut, in pails	0 21	0 25
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Imperial Preference May Not Lower Tea

Montreal.
TEA.—A survey of the tea situation by CANADIAN GROCER indicates, in a general way, that little change will be probable on tea prices. As a rule there are offsetting circumstances which make up for this lowering of the tariff. For instance, the present exchange situation,

as related to the Indian rupee, is said to make an advance to the purchasers of teas there of about 12½ per cent., and that the reduction of price brought in by the Canadian budget change would just about offset this. It will be some time before teas will arrive here, now bought or already in transit. Those in hand have already stood the excise tax, and changes are not looked for by the tea men interviewed. Japan teas will have to absorb the preferential difference of price, but these are bound to rule high. Latest cables confirm the fact that markets in Japan still are, and will continue to be, high.

Pekoe, Souclong, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 50
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 75
Early picking	0 55	0 65
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Coffee Undefined; Will It Lower?

Montreal.
COFFEE, COCOA.—Whether the tariff change will have a real and definite change in store for coffee is not well defined. Those importing heavily do not interpret the new Act readily, and believe that it is perhaps subject to a different interpretation. As it stands, it is said to apply in any but a favorable sense to the Canadian roaster, and this is naturally what the change would be arranged to produce. Imports are made in a large way, and particularly in Eastern Canada, of green coffees, the roasting being done here. Just at present it is awkward to obtain a definite idea of the effect on prices to the trade. Cocoa sales are seasonable and the market has apparently rested from its recent high climbing.

Coffee—		
Bogotas, lb.	0 41	0 44
Jamaica, lb.	0 36	0 39
Maracaibo, lb.	0 38	0 40
Mocha (types)	0 40	0 43
Mexican, lb.	0 40	0 42
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 41	0 42
Santos, lb.	0 40	0 42
Cocoa—		
In 1-lb., per lb.		0 38
In ¼-lb., per lb.		0 40
In 1-5 lb., per lb.		0 42
In ½-lb., per lb.		0 40

Export Demand Has Firmed Rolled Oats

Montreal.
CEREALS.—Considerable export business has developed for rolled oats, and there is, in consequence, a firming of the market. Prices should be materially higher, say the mill men, for the high oat markets would justify higher prices. Cornmeal is steadily firm and tends to higher levels, sales being made to the trade at around \$5.25 in quantity lots. There is rather a quiet market condition on many of the cereals, especially those used more during the cold weather.

Self-raising Flour—	
3-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70

Cornmeal, Gold Dust	5 25	5 50
Barley, pearl	6 75	6 75
Barley, pot, 98 lbs.	4 25	4 75
Barley (roasted)	7 50	7 50
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	5 00	5 25
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00
Hominy, pearl, 98 lbs.	5 75	5 75
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	4 90
Oatmeal (packages) fine cut	5 70	5 70
Peas, Canadian, boiling, bush	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rolled oats, 90-lb. bags	4 40	4 80
Rolled oats (family pack.), case	5 60	5 60
Rolled oats (small size), case	2 00	2 00
Oat Flakes (case 20 pkgs.)	5 10	5 10
Flour wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 36 in case	6 00	6 00
Packages, 20 in case (family pack.)	5 80	5 80
Tapioca flour, lb.	6 15	6 15

Flour Men Pleased With Volume Trade

Montreal.

FLOUR.—Various sources have been furnishing satisfactory markets for the millers, and export business has been maintained. The domestic demand has also continued very satisfactory, seasonably speaking. Winter wheat flours are still high and in fairly good demand.

Standard Wheat Flours—		
Straight or track, per bbl., in (2) jute bags, 98 lbs.	11 00	11 00
Per bl., in (2 cotton bags, 98 lbs.	11 15	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	11 30
Winter wheat flour (bbl.)	11 00	11 50

Bran is Easier; Other Feeds Held

Montreal.

FEEDS.—Lower prices are being quoted in some quarters on bran, and for which there is a lessened demand. At \$42 per ton a number of sales are reported. Shorts, on the other hand are actively selling to ready buyers. Oat feeds are maintained on a firm, steady basis.

Feeds—		
Shorts—		
Mixed cars	44 25	44 25
Bran—		
Mixed cars	42 00	42 25
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special middlings	56 00	56 00
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	54 00	54 00
F.O.B. Fort William	50 00	50 00

Oats Up Again; In Good Demand

Montreal.

HAY AND GRAIN.—Oats have again registered an advance of half a cent to one cent. Even at the high prices prevailing for this commodity and for barley the market is active, and much selling is reported. Hay is not in so great a demand as formerly, and the market continues high.

Good, No. 1, per 2,000-lb. ton	\$40 00	\$40 00
Do., No. 2	38 00	38 00
Do., No. 3	36 00	36 00
Straw	11 00	11 00
Oats—		
No. 2 C.W. (3 4lbs.)	0 92½	0 92½
No. 3 C.W.	0 90	0 90
Extra feed	0 90	0 90
No. 1 feed	0 88	0 88
No. 2 feed	0 83½	0 83½
Barley—		
No. 3 extra	1 50	1 50
No. 3	1 52½	1 52½
No. 2	1 55	1 55

Note—These prices are at elevator and bags and bagging are not included.

Lemons Go Higher; Cherries Are Less

Montreal.

FRUITS.—Prices have lowered on cherries, and these are selling at \$4.50 per crate. Lemons are higher, the price having advanced owing to excessive selling, due to hot weather. Oranges are fairly steady, but there is still rather a favorable price basis. Some peaches have arrived, but, to date, these have been of a rather inferior grade. Greater variety of fruit is looked for.

Apples—		Per Barrel
Ben Davis, No. 1	9 00	10 00
Russets	9 00	10 00
In boxes	5 50	6 25
Bananas (fancy large), bunch	5 50	6 50
Cherries (California), box	4 50	4 50
Cocoanuts, sack	9 00	9 00
Grapefruit (fancy Porto Rico)	4 50	5 50
Lemons (California)	8 00	8 00
Pears, Cal., eating, small box	4 00	4 00
Pears, California (110 size)	5 50	5 50
Oranges, Porto Rico	4 50	5 00
Oranges, Cal. navels, 126	6 00	6 00
Do., 150	6 50	6 50
Do., 176	6 50	6 50
Do., 200-216	6 50	6 50
Tangerines, half boxes	4 75	4 75
Blood oranges	4 50	4 50
Pineapples (24s to 36s)	7 00	7 00
Strawberries, large	0 40	0 45

Potatoes May Lower; Tomatoes Less

Montreal.

VEGETABLES.—With the progress of the season there should soon be a

lowering of potato prices. New are becoming more plentiful, and the price basis will gradually decline. Tomatoes are selling on a reduced price basis. Declines should manifest themselves almost right away on various vegetables grown locally, as well as on imported.

Asparagus (doz.)	4 00	4 00
Artichokes, bag	2 00	2 00
Beans, new string (American) basket	4 50	4 50
Beets, bag	1 00	1 00
Do., new, doz.	1 75	1 75
Cucumbers, Florida (basket)	4 50	6 00
Chickory, doz.	3 00	3 00
Cauliflower (imported), doz.	5 50	5 50
Cabbage, new, crate	6 00	6 50
Carrots (new), doz.	1 75	1 75
Celery (Wash.), doz.	2 50	2 50
Do., crates (3-4 doz.)	8 00	8 00
Egg plant	3 00	4 00
Horse radish, lb.	9 25	9 25
Lettuce (curly), box (3 doz.)	3 00	3 00
Lettuce, Boston, box	4 50	4 50
Leeks	2 00	3 00
Mint	0 25	0 25
Mushrooms, lb.	1 75	1 75
Basket (about 3 lbs.)	4 00	4 00
Onions, Texas, crate	6 00	6 00
Red, 100 lbs. bag	9 50	10 00
Onions (Shallots), doz.	1 00	1 00
Oyster Plant	0 75	0 75
Parsnips, bag	2 50	2 50
Parsley (Canadian)	0 75	0 75
Parsley (American)	1 50	1 50
Potatoes, Montreal (90-lb. bag)	2 00	2 00
Potatoes (New Brunswick), bag	2 25	2 25
Potatoes (new), Florida (per bbl.)	9 00	10 50
Radishes, doz.	0 50	0 50
Rhubarb, doz.	0 25	0 50
Spinach, box	2 00	2 00
Spinach, bbls.	6 00	6 00
Turnips, Quebec	2 50	2 50
Tomatoes (hothouse), lb.	0 40	0 40
Tomatoes, crates (fancy)	6 50	6 50
Tomatoes (choice), crate	5 00	5 00
Lemons, Cal., 270s, 300s, case	4 75	5 00

ONTARIO MARKETS

TORONTO, June 14—Easier quotations are noted on some lines of imported fruits and vegetables, as a result of the removal of the Government war tax of 7½ per cent., but the action of the Government will not likely be felt on other lines for some few weeks as stocks in hand have been brought in under the tax. In fact, the prices on some primary markets are so high just now, that on a good many lines, it is not likely to mean much lower levels, although it will be a factor in keeping prices from being as high as they otherwise might be. Rices and tapioca are very scarce and prices show advances. Apart from the stronger market in rices, commodities are generally strong and steady.

Free Movement of Sugar Stocks

Toronto.

SUGAR.—There is a very free movement of sugar at the present time, and from now until the fruit season is over, demand is expected to be very active. However, most refineries report stocks in good supply, and no shortage is anticipated. Prices, however, are very firm, and are not likely to show much change this summer. The removal of the war tax of 7½ per cent. on imported foodstuffs has nothing to do with sugar, as the raws were not taxed in this way.

St. Lawrence, extra granulated	10 16	10 16
Atlantic, extra granulated	10 16	10 16
Acadia Sugar Refinery, extra granulated	10 16	10 16
Can. Sugar Refinery, extra granulated	10 16	10 16
Dom. Sugar Refinery, extra granulated	10 16	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies,		

5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Are Unchanged

Toronto

MOLASSES, CORN SYRUPS.—The demand for molasses and syrups is a little slow just now, and the market for the same is steady, with no changes in prices. Future imports of Barbadoes molasses will no doubt be affected slightly by the removal of the war tax, but stocks already in the hands of the dealers are unchanged.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 07½	\$0 07½
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Half barrels, $\frac{1}{4}$ c over bbls.; $\frac{1}{4}$ bbls., $\frac{1}{2}$ c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	5 65	
Cases, 5-lb. tins, white, 1 doz. in case	6 25	
Cases, 10-lb. tins, white, $\frac{1}{2}$ doz. in case	5 95	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15	
Cases, 5-lb. tins, yellow, 1 doz. in case	5 65	
Cases, 10-lb. tins, yellow, $\frac{1}{2}$ ds. in case	5 45	
Cane Syrups—		
Barrels and half barrels, lb. # 05		
Half barrels, $\frac{1}{4}$ c over bbls.; $\frac{1}{4}$ bbls., $\frac{1}{2}$ c over bbls.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 44
West India, No. 10, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., $\frac{1}{2}$ doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of $\frac{1}{2}$ doz.	3 60	6 00
West Indies, 1 $\frac{1}{2}$ s, 48s	4 60	6 95

Rolled Oats and Corn Flakes Firm

Toronto.

PACKAGE GOODS.—No changes are reported this week in the market for package goods. The prices of both rolled oats and corn flakes are very firm. Shredded wheat in 36s is selling at \$4.50, and porridge wheat at \$6.

PACKAGE GOODS

Rolled Oats, 20s round, case	\$5 60	
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80
Cooker Package Peas, 36s, case		3 60
West Indies, 1 $\frac{1}{2}$ s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11	0 11 $\frac{1}{4}$
Do., No. 2, lb. cartons		0 09 $\frac{3}{4}$
Canada Laundry Starch		0 09 $\frac{1}{2}$
Laundry Starch, in 1-lb. cartons		0 11 $\frac{1}{2}$
Do., Do., in 6-lb. tin canisters		0 12 $\frac{3}{4}$
Do., Do., in 6-lb. wood boxes		0 12 $\frac{3}{4}$
Potato Flour, in 1-lb. pkgs.		0 16

Rices Are Scarce; Tapioca Higher

Toronto.

RICES.—The market for rices is becoming stronger, and prices are likely to show higher levels. In fact supplies among the dealers are very scarce. There are practically no Japanese rices coming on the market, and there are also restrictions on the shipment of American rices. Because of the scarcity of rice there has been a great demand for tapioca, as a result of which the price of it has also advanced. It is now selling at from 12 to 13 cents per pound. Chinese XX rice is also quoted higher at \$11.00 per hundred. White sago is also quoted at from 12 to 13 cents per pound.

Texas, fancy, per 100 lbs.	14 50	15 00
Blue Rose Texas, per 100 lbs.	12 50	13 00
Honduras, fancy, per 100 lbs.	13 00	13 50
Siam, fancy, per 100 lbs.	10 50	12 00
Siam, second, per 100 lbs.	10 00	11 00
Japans, fancy, per 100 lbs.	12 00	12 50

Japans, second, per 100 lbs.	11 00	12 00
Chinese XX, per 100 lbs.		11 00
Do., Simiu		11 00
Do., Mujin, No. 1		10 50
Do., Pakling		10 00
White Sago	0 12	0 13
Tapioca, per lb.	0 12	0 13

Primary Markets in Nuts Strong

Toronto.

NUTS.—While this is a quiet season in nuts, there is a generally upward tendency in quotations. Future importations will be affected no doubt by the removal of the war tax, but not to any very material extent. Prices will likely be high, as all indications point to strong prices at primary points. At the present time it would cost 19 cents to import Spanish peanuts, and the stocks now on hand are selling to the trade at from 18 $\frac{1}{2}$ to 19 cents per pound. Brazils are very firm at from 78 to 80 cents per pound.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 44	0 46
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.		0 19
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 78	0 80

15-oz. Packets of Raisins Higher

Toronto.

DRIED NUTS.—All dried fruits are very scarce and many lines are completely cleaned out. However, there is not the same demand for them now as there was a few weeks ago. The chief change in the market this week is an advance of a cent a pound on fifteen ounce packets of seedless raisins, at 19 cents per pound. There are still some of the small sizes of prunes available. Dates and figs are unchanged. There are small quantities of evaporated apples on the market at 21 cents per pound.

Apples, evaporated, Ontario	0 21	
Apricots, unpitted		0 16 $\frac{1}{2}$
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22 $\frac{1}{2}$	0 26
Candied Peels, American—		
Lemon	0 38	0 43 $\frac{1}{2}$
Orange		0 45 $\frac{1}{2}$
Citron	0 47	
Currants—		
Grecian, per lb.	0 22	0 24
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case		6 50
Dromedary, 3 doz. in case		7 50
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mats, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, per lb.		0 25
40-50s, per lb.		0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.		0 22
70-80s, per lb.		0 13
80-90s, per lb.	0 16 $\frac{1}{2}$	0 17
90-100s, per lb.		0 14 $\frac{1}{2}$
100-120s, per lb.	0 11	0 11 $\frac{1}{2}$
Peaches—		

Standard, 25-lb. box, peeled		0 20
Choice, 25-lb. box, peeled		0 23
Fancy, 25-lb. boxes		0 24
Practically peeled, 35-lb. boxes		0 23 $\frac{1}{2}$
Extra choice, 25-lb. box, peeled		0 24
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25s		0 17
Seedless, 15-oz. packets		0 19
Seeded, fancy, 1-lb. packets	0 14 $\frac{1}{2}$	0 15
Seeded, 15 oz. packets		0 16
Seedless, Thompson's, bulk	0 18	0 20
Seedless, 16-oz. packets		0 18
Do., Bakers, Thompson's, 50s	0 16	0 18
Crown Muscatels, 25s		0 17

Brisk Inquiry Now For Salmon

Toronto.

CANNED GOODS.—There is a very active demand for salmon these days, the inquiry being stimulated by the hot weather. There is some Cohoes salmon and also some Alaska Reds on the market, but supplies are none too plentiful. Canned tomatoes are getting scarce, and 2 $\frac{1}{2}$ s this week have advanced to 2.15. Standard peas are quoted at from 1.40 to 1.50, and early June peas at 1.68 $\frac{1}{2}$. Sweet wrinkle peas are stronger this week at 1.97 $\frac{1}{2}$. The canned fruits are pretty well cleaned up, and very few lines remain for sale. In a good many instances quotations are merely nominal.

Salmon—

Sockeye, 1s, doz.	4 50	4 75
Sockeye, $\frac{1}{2}$ s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. talls	2 35	2 60
Do., $\frac{1}{2}$ s, doz.	1 35	1 45
Pinks, 1-lb. talls	2 25	2 40
Do., $\frac{1}{2}$ s, doz.	1 35	1 50
Cohoes, $\frac{1}{2}$ -lb. tins	1 35	1 50
Cohoes, 1-lb. tins	3 45	3 75
Red Springs, 1-lb. talls	3 65	3 95
White Springs, 1s, dozen	2 30	2 35
Lobsters, $\frac{1}{2}$ -lb., doz.	3 75	4 50
Whale Steak, 1s flat, doz.	1 75	1 90
Pilehards, 1-lb. talls, doz.	1 90	2 15

Canned Vegetables—

Beets, 2s.	1 90	2 30
Tomatoes, 2 $\frac{1}{2}$ s		2 15
Peas, standard	1 40	1 50
Peas, early June		1 68 $\frac{1}{2}$
Sweet Wrinkle		1 97 $\frac{1}{2}$
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42 $\frac{1}{2}$	3 45
Asparagus butts	2 00	2 02 $\frac{1}{2}$
Canadian corn	2 25	2 45
Corn, American, 2s, doz.		2 00
Pumpkins, 2 $\frac{1}{2}$ s	0 95	1 00
Spinach, 2s, doz.		1 90
Do., 2 $\frac{1}{2}$ s, doz.	2 52 $\frac{1}{2}$	2 80
Do., 10s, doz.		10 00
Peas, early June	1 65	1 70
Succotash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 50	4 00
Do., shredded, 2s, doz.	3 00	3 24 $\frac{1}{2}$
Rhubarb, preserved, 2s, doz.	2 07 $\frac{1}{2}$	2 10
Do., preserved, 2 $\frac{1}{2}$ s, doz.	2 05	2 67 $\frac{1}{2}$
Do., standard, 10s, doz.	4 50	4 52 $\frac{1}{2}$
Apples, gals., dozen		6 00
Peaches, 2s		2 87 $\frac{1}{2}$
Pears, 2s	2 35	2 87 $\frac{1}{2}$
Plums, Lombard, 2s		1 90
Plums, Green Gage	2 17 $\frac{1}{2}$	2 37 $\frac{1}{2}$
Raspberries, 2s, H.S.		4 50
Strawberries, 2s, H.S.		4 50
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Jams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each	0 98	1 10
Gooseberry, 4s, each		0 84
Peach, 4s, each		0 82
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 02	1 10
Strawberries, 16 oz., doz.	3 90	4 25
Do., 4s, each	1 08	1 10

Demand For Beans is a Little Slow

Toronto.

BEANS.—The movement of beans is now a little slow, although prices show

no change. The best qualities have been pretty well cleaned out. There is usually little inquiry for beans in the hot weather.

Ontario, 1-lb. to 2-lb. pickers, bu \$....	\$4 25
Do., hand-picked	4 50
Japanese Kotoshi, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 11½ 0 12

Cereals Hold at Strong Prices

Toronto.

CEREALS.—The market for cereals in bulk is very strong, although quotations show no change from a week ago. Oatmeal in 98s is quoted at \$5.50, and number one breakfast food at \$6.15, and number two is also selling at the same figure.

	Single F.o.b.	Bag Toronto	Lots
Barley, pearl, 98s	5 50	6 00	
Barley, pot, 98s	4 25	4 50	
Barley Flour, 98s	7 25	8 00	
Buckwheat Flour, 98s	5 50	5 85	
Cornmeal, Golden, 98s	5 25	5 50	
Do., fancy yellow, 98s	4 60	4 85	
Corn Flour, white, 98s	4 25	4 50	
Do., Government standard, 98s	5 25	5 50	
Hominy grits, 98s	5 00	5 25	
Hominy, pearl, 98s	4 55	4 80	
Oat Flour	4 40	4 50	
Roller Oats, 90s	6 50	7 00	
Roller Wheat, 100-lb. bbl.	6 15	6 15	
Breakfast Food No.1	8 00	8 00	
Do., No. 2	6 75	6 75	
Rice Flour, per 100 lbs.	6 50	7 25	
Linseed Meal, 98s	6 20	6 20	
Rye Flour, 98s	0 10	0 10	
Peas, split, 98s			
Blue peas, lb.			

Above prices give range of quotations to the retail trade.

Spices Show No Price Changes

Toronto.

SPICES.—Quotations on spices while not at present affected by the removal of the war tax of 7½ per cent. on all imported foodstuffs, because of the stocks on hand, will benefit on new arrivals. Prices in the course of a few weeks should be somewhat lower. Dealers report no changes in the market this week. Black pepper is now selling at from 38 to 43 cents, and white pepper at from 45 to 50 cents.

Allspice	0 19	0 21
Cassia	0 33	0 40
Cinnamon	0 40	0 55
Cayenne	0 32	0 35
Cloves	0 50	0 60
Ginger	0 30	0 35
Herbs — sage, thyme, parsley, mint, savory, Marjoram	0 40	0 70
Pastry	0 35	0 40
Pickling spice	0 22	0 30
Mace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 45	0 50
Paprika, lb.	0 60	0 65
Nutmegs, select, whole, 100s	0 45	0 50
Do., 80s	0 55	0 60
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test		
2-oz. packages, doz.	1 75	
4-oz. packages, doz.	3 00	
8 oz. tins, doz.	6 00	

Primary Prices on Tea High

Toronto.

TEAS.—In spite of the reduction in duty on British grown teas, all indica-

tions point to a very strong tea market. Stocks that have been heavy in the hands of the dealers are showing depletion, and at present time, spot teas are cheaper than those that can now be bought for future delivery. No lower quotations are announced this week, prices to the trade being strong at steady figures.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Early pickings, Japans	0 58	0 55
Second pickings	0 48	0 50
Hyson Thirds, lb.	0 45	
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Coffee Quotations Continue Strong

Toronto.

COFFEES.—With the present strength of the market for green coffees, the majority of dealers cannot see how the reduction in the duty on coffees will affect prices very materially. Quotations are not changed this week. Present prices are under what it costs now to import and roast. As for instance, Rio number seven, which is largely sold on this market, costs 20 cents laid down in Toronto. What with exchange, the fact that it loses 16 per cent. in roasting, and the cost of roasting, it would bring it up to from 30 to 35 cents per pound, and this same coffee on spot is selling at from 32 to 33 cents per pound. It is not likely that coffees will be lower than they are at present.

Coffee—

Java, Private Estate	\$....	\$0 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 49
Guatemala, lb.	0 47	0 49
Mexican	0 44	0 46
Maracaibo, lb.	0 41	0 43
Jamaica, lb.	0 39	0 42
Blue Mountain Jamaica	0 46	0 48
Mocha, Arabian, lb.	0 50	0 50
Rio, lb.	0 32	0 33
Santos, lb.	0 42	0 43
Santos, Bourbon, lb.	0 41	0 42
Ceylon, Plantation, lb.	0 48	0 48
Chicory, lb.	0 30	0 30

Cocoa—

Pure, lb.	0 24	0 28
Sweet, lb.	0 24	0 28

Movement in Honey is Slow

Toronto.

HONEY, MAPLE SYRUP.—The market for maple syrup continues very strong, although prices show no changes as compared with a week ago. Honey is a little quiet just now, with prices holding steady.

Honey—

Clover—		
5-lb. tins	0 24	
2½-lb. tins	0 26	
10-lb. tins	0 25	
60-lb. tins	0 24	
Buckwheat, 60-lb. tins, lb.	0 18	
Comb. No. 1, fancy, doz.	3 75	4 25
Do. No. 2, doz.	3 00	

Maple Syrup—		
3½-lb. tins, 10 to case, case	17 00	
Wine qt. tins, 24 to case, case	16 00	
Wine ½ gal. tins, 12 to case, case	15 00	
Wine 1 gal. tins, 6 to case, case	14 00	
Imperial 5 gal. cans, 1 to case, case	14 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

Imported Fruits Are Easier

Toronto.

FRUITS.—The removal of the war tax on imported foodstuffs possibly affects fruits more than anything else at this time. For instance, strawberries are quoted at 40 cents per quart, whereas with the tax they would likely be 42 or 43 cents. One dealer stated that on a car of fruit the removal of the tax would mean a saving of as much as \$140. It is expected that Canadian strawberries will be on the market early next week. Bananas this week are quoted slightly higher at 8 cents per pound. California grapefruit are selling around \$5.00 per case. Oranges are firmer, ranging all the way from \$5.25 to \$7.00, and lemons are selling at \$7.50 per case. The first car of Florida pineapples arrived on the market this week, and they are selling in 24s and 30s at \$7.50. California canteloupes are bringing \$10.00 per case, and watermelons are selling at \$1.25 each. Georgia peaches are arriving regularly now and are quoted at from \$4.50 to \$5.00 per six basket carrier.

Bananas, per lb.	0 08
Grapefruit—	
California, seedless, 64s.	5 00
Do., 48s	6 00
Oranges—	
California navels, 100s	5 25
200s, 216s, 250s, 288s	5 50 6 75
Valencias—	
126s, 150s, 176s, 200s, 216s	6 50 7 00
250s, 288s	5 50 6 00
324s	5 25
Lemons, Cal., 270s, 300s, case	7 50
Pineapples—	
Floridas, 24s, 30s, case	7 50
Strawberries, quarts	0 40
Rhubarb, doz. bunches	1 50
Cherries, Cal., box	4 00
Watermelons	1 25
Georgia peaches, 6 basket crates, per crate	4 50 5 00
Cantaloupes, Cal., 455 standards	10 00

New Vegetables Are in Good Supply

Toronto.

VEGETABLES.—New vegetables are arriving in plentiful supply now, and are in very active demand. A sharp decline is noted this week in the prices of new potatoes. Number one Virginia potatoes are offered at \$10.75 per barrel and number twos at \$8.50. Ontario potatoes are firm around \$2.35. Canadian asparagus, two dozen bunches are from \$1.00 to \$1.50, and new beets and carrots are also lower at from \$2.50 to \$2.75 per hamper. Cabbage by the crate is selling at \$6.50, and Texas cucumbers by the bushel are bringing \$5.00, and Floridas in hampers are selling at \$4.50. Florida tomatoes arriving are of splendid quality, and are quick sellers at from \$7.00 to \$8.00 per crate.

Can. Asparagus, 2 doz. bunches	1 00	1 50
New beets, hamper	2 50	
Cabbage, crate	6 50	
Celery, Florida, 3s to 6s, 8s	6 00	7 50
Do., 10s	4 75	
New Carrots, hamper	2 75	
Leamington hothouse cucumbers, 11-qt. basket	2 50	3 50
Radishes, per doz.	0 25	
Lettuce, head, Boston, 2 doz. case	4 50	
Do., leaf, doz.	0 40	0 50

Onions—		
Green onions, doz.	0 60	
Texas onions, crate	5 00	
Parsley, per basket	0 50	
Peppers, green, doz.	1 00	
Potatoes, Sweet, Louisiana, hamper	2 60	
Wax beans, per hamper	5 00	
Cucumbers, Texas, bushel	5 00	
Do., Floridas, hampers	4 50	
New Potatoes, Virginia	8 50	10 75
Turnips, hamper	2 75	0 00
Potatoes, Ontario, bag	2 35	2 40
Spinach, box		2 00
Tomatoes, Florida, 124s, 144s	7 50	8 00
Do., 72s, 84s and 180s		7 00
Do., Hothouse, No. 1, per lb.	0 20	0 45

Flour Prices

Hold Steady

Toronto.

FLOUR.—Manitoba flour is largely supplying the trade, and in cotton bags

it is selling at \$11.15, and in jute bags at \$11.00. The Ontario winter wheat flour is selling on about the same basis.

FLOUR

Government standard, 74 per cent. extraction. Ontario winter wheat flour, in carload shipments, on track, in cotton bags

11 15
11 00

Bran and Oats

Are Easier

Toronto.

MILLFEEDS.—Both bran and shorts are quoted lower this week. There is still a very fair movement in shorts, but bran is selling a little slowly. Bran is quoted at \$42.00 and shorts at \$44.00.

		In carlots, track
Bran, per ton	42 00	
Shorts, per ton	44 00	

Restrictions Have Not Yet Proved Effective

No Buying Movement in Either Salmon or Sardines Noted—Packers Not Responsible for Action Taken—Government May Be Personally Interested

THE recently promulgated order requiring an individual license for the import of all canned salmon and sardines, has aroused a good deal of comment. The Government has been faced by heavy stocks of salmon at the Pacific Coast, and a considerable accumulation of sardines at the Atlantic. The condition at the Pacific Coast was unquestionably caused by the ill-considered action of the Government last season, in requisitioning all the better grades of salmon, and leaving only the chum or poorest grades of salmon, and a small proportion of two other grades for the Canadian trade.

There is a very general impression in the trade that the reason that the Government is so interested in this question, is because it is the owner of some at least of the surplus stocks.

Measure Not Likely to be Effective

There is little hope that this measure will be effective in meeting the conditions. Canada has never been a market for these poorer grades of salmon, and there is no inclination on the part of handlers to believe that these conditions will be changed by the regulation. There has been some importation of late of Alaska Red salmon to meet the demand for a better grade article. This movement has only been noticeable in the last month. Its curtailment is not generally expected to materially improve the situation at the coast. The action does not appear to have been taken at the request of the canners in either instance.

Importers of Norwegian sardines do not view with any approval the action of the Government in making it necessary to secure a license in order to import these sardines. J. R. Gee, of W. G. Patrick & Co., Wellington Street W., Toronto, in referring to the matter, stated that it would mean considerable hardship to his firm, who are large im-

porters of Norwegian sardines. At the present time they have a very large shipment en route, and if the Government is going to control the importation, it will result in a good deal of inconvenience to them. An effort was being made at Ottawa to have this ruling rescinded, as Mr. Gee believed the importation of Norwegian sardines would have very little effect on the consumption of the Canadian product.

Fishermen, Not Packers, Responsible

As far as the Canadian packer is concerned, C. Morris, of C. Morris & Co., C.P.R. building, Toronto, representing the Booth Fisheries, of New Brunswick, stated to CANADIAN GROCER that it was not at the instigation of the packers that the regulation had been made, but at the request of the fishermen. The catch has been a small one, and if further restricted, it would result in hardship for the fishermen, who would be short of cash. If there was not a good demand on the part of the packer there would be little for the fishermen to do. As it is the pack will be a limited one this year.

Trade Holding Back

Mr. Morris states, however, that instead of stimulating the trade in the Canadian product, buyers, feeling that supplies were very heavy, were not making any purchases, believing that because the market was overloaded, prices would see considerable declines. However, he points out, that the margin of profit is only something like 25 cents a case, and further cuts in values are not likely. The Canadian industry received quite a stimulus during the years of the war, because of the inability to secure the imported sardines. Great improvement too has been made in the manner of canning them, and they are now sent to the public more attractively prepared.

PRESIDENT OF UNIVERSITY FAVORS COMMERCIAL EDUCATION

A very pleasant feature in connection with the Short Course in Merchandising held at the University of Manitoba during the week February 24-28, 1919, was the luncheon held at the "Blackstone" on Thursday, Feb. 27, at 1 p.m. J. A. Maclean, LL.D., President of the University, was in the chair. A great many of the merchants in attendance at the Short Course were present as well as many of the leading merchants of Winnipeg. The guests on this occasion were: Andrew H. Melville, of Madison, Wis.; F. C. Middleton, Community Secretary of the Social Service Council; W. J. Warters, of the Winnipeg Public Schools, and W. H. Hammell, manager of the Copeland-Chatterson Co.

Dr. Maclean referred to the work in business training already undertaken by the University under the direction of the Advisory Committee on Commercial Education and outlined some of the new features that would be introduced to make the extension work of the University serve the merchants throughout the province. A number of the merchants who had travelled long distances to attend the lectures were called upon to say a few words relative to the value of the addresses delivered.

The following gave their impressions, which in each case were highly satisfactory: A. S. Moncrieff, of Glenavon, Sask.; R. H. McLeod, of Rocanville, Sask.; F. F. McDonald, of Cayley, Alta., and J. H. More, of Souris, Man.

A. F. Higgins welcomed the visiting merchants on behalf of the Manitoba Executive of the Retail Merchants' Association of Canada. Andrew Melville complimented the Advisory Committee on the splendid showing that the University had made in its efforts to serve the retail trade. W. H. Hammell expressed the pleasure it gave him and his company to co-operate in the addresses on retail accounting, and J. H. Curle was called upon to say a few words on the larger questions which were receiving the consideration of the Manitoba Board of the Retail Merchants' Association. He referred briefly to the proposed increases in express rates, the reforms in taxation which were being sought in Manitoba, the work of the Social Service Council in the formation and development of community clubs, the co-operation of the University in practical commercial education, the prohibition situation in Canada, the prestige the organization had gained throughout Canada and the future possibilities which could be realized if the merchants would co-operate with their Association in helping to solve some of the large questions

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 11.—Large Ontario cheese are selling at from 35 to 36½ cents, with higher prices expected. New laid eggs are down to \$12.50. Further declines are probable. In lard a firm advance is likely before the end of the week. Smoked hams have advanced one cent. Pickles in bulk will probably advance this week. Chase and Sanborn's coffee advanced two cents; Baker's cocoa, four cents; and chocolate, two cents a pound. Number one creamery butter is quoted at 57 to 59 cents. A slump in dairy butter is looked for. Manchurian broken shelled walnuts are 50 cents; halves, 75 cents. Valencia oranges advanced to 54 cents. Lemons advanced two dollars.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 80
Do., No. 2		3 95
Tapioca, lb.	0 11	1 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 35	0 36½
Butter, creamery, lb.	0 57	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		22 80
Eggs, new-laid, local		12 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn 2s, case	4 80	5 00
Do., ¾s, standard case	3 40	3 50
Spinach, Cal., new pack.		5 60
Apples, gala, Ontario, case	2 90	3 10
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, nitted		6 40
Apples, evaporated		0 22
Do., 25s, lb.		0 23
Peaches, evaporated, lb.	0 26	0 29
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s		0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	7 50
Lemons, case	8 25	8 50
Grapefruit, California		7 00
Strawberries, Hood River, crate		7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., June 10th.—Business here is good, owing to stocking up by many householders, through fear of strike. No strike has materialized in Regina, however. Considerable quanti-

ties of eggs are being stored here. A few are being moved out. Gold Dust has advanced 35 cents for 24s, large, and 15 cents on fifties, small. Word has been received that the pea pack will be small, owing to rains. While prospects are for a big yield of California prunes, raisins, apricots, peaches and pears, prices, however, are expected to be high owing to European demand this year. Pineapples on the market are retailing at from 30 to 40 cts. each.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	3 86
Rice, Siam, cwt.	8 40
Sago, lb.	0 11½
Tapioca, lb.	0 11½
Sugar, pure cane, gran., cwt.	10 95
Cheese, No. 1, Ontario, large	0 34½
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	
Eggs, new-laid	0 48
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	10 25
Salmon, pink, tall, case	41 00
Pork, American clear, per bbl.	59 00
Onions, ton	1 15
Potatoes, bushel	2 90
Apples, Washington, box	7 50
Grapefruit	7 00
California oranges	8 50
Pineapples	7 00
Lemons	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

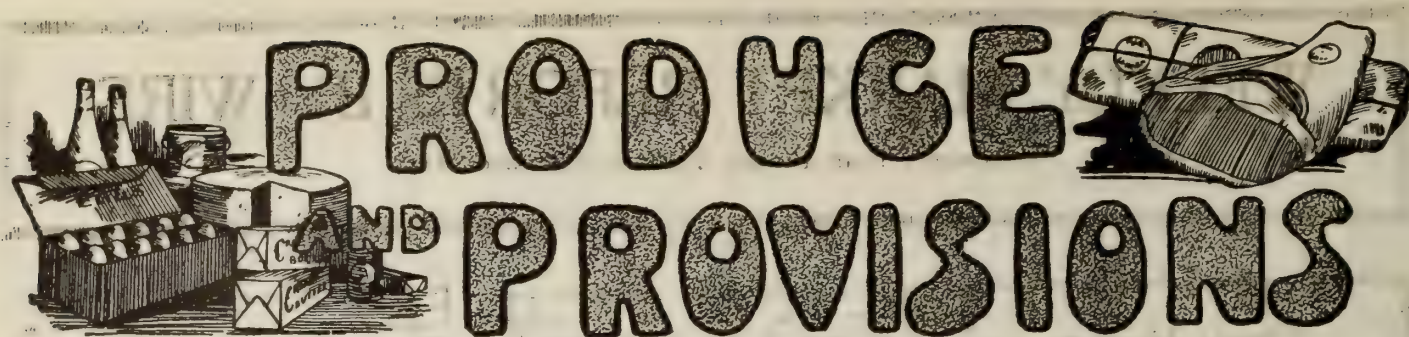
St. John, N.B., June 11.—The market displays great firmness, almost all changes showing increases. Granulated cornmeal has advanced from \$6.15 to \$6.25, and ordinary cornmeal has risen from \$4 to \$4.10. Molasses have declined from one to two cents, now selling at from 87 to 88 cents. New Brunswick cheese is selling at from 33 to 33½ cents. Fresh eggs are selling at 50 cents, and in cases at from 47 to 48 cents. Pure lard is quoted at from 38 to 38½, and compound at from 32½ to 32½. Corn beef is \$4.95.

Flour, No. 1 patents, bbls., Man.	\$12 54
Cornmeal, gran., bags	6 15
Cornmeal, ordinary, bags	4 00
Rice, Siam, per 100	9 75
Molasses	0 87
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, New Brunswick	0 33
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 50
Eggs, case	0 47
Breakfast bacon	0 42
Butter, creamery, per lb.	0 46

Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 42	0 44
Margarine	0 33	0 35
Lard, pure, lb.	0 38	0 39½
Lard, compound	0 32½	0 32½
American clear pork	56 00	60 00
Tomatoes, 3s, standard, case		4 00
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 20
Corn, 2s, standard case		4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 20½	0 21
Peaches, per lb.		
Apricots, per lb.	0 24	0 25
Pineapples—		
Natives, per bbl.	4 00	4 25
Onions, Can., bag		
Do., Bermuda, per crate	5 50	6 00
Lemons, Cal.		7 50
Oranges, Cal., case	6 50	7 50
Grapefruit, Cal., case	7 00	8 00
Bananas, per lb.	0 08½	0 09
Apples, box		7 00

THE GROCER'S DREAM

Last evening I was talking
 With the grocer, aged and grey,
 When he told me of a dream he had,
 I think on Xmas day.
 When snoozing in his store
 The vision came in view;
 Then he saw an angel enter,
 Dressed in garments white and new.
 Said the angel, "I'm from Heaven,
 The Lord just sent me down
 To bring you up to glory,
 And put on your golden crown.
 You've been a friend to everyone.
 And worked hard night and day;
 You've cared for many thousands,
 And from few received your pay.
 So we want you up in glory.
 For you have worked so hard;
 And the good Lord is preparing
 Your eternal, just reward."
 Then the angel and the grocer
 Started up to Glory's gate;
 But when passing close to Hades,
 The angel murmured, "Wait.
 I've a place I wish to show you,
 It's the hottest place in H—;
 Where the ones who never paid you
 In torment forever dwell."
 And, behold, the grocer saw there
 His old patrons by the score;
 And grabbing up a chair and fan,
 He wished for nothing more.
 He desired to sit and watch them,
 As they sizzle, singe and burn;
 And his eyes would rest on debtors
 Most every way he'd turn.
 Said the angel, "Come on up;
 There are Pearly Gates to see."
 But the grocer only muttered,
 "This is Heaven enough for me."
 From Alby Robinson, Woodstock, Ont.



Ontario Government Makes Fish Scheme More Secure

Restrict Handlers of Government Fish From Enlarging Their Supply From Other Sources—Municipalities Required to Guarantee the Accounts

THE Ontario Government in its fish selling campaign is adopting a different system this year. Handlers of Government fish have to guarantee not to buy trout or white fish from any other source than the Government, otherwise they will not be supplied. They claim that a large number of dealers have signed this agreement. Wholesale fish handlers, however, are apt to look somewhat skeptically on this agreement. They state that if the Government supplies are as inadequate and unsatisfactory as they have been in the past, the handler will have to buy elsewhere, despite the agreement, or see his business disappear.

Does Not Tend to Cheaper Prices

There is a very strong feeling among dealers that this pet scheme of the Ontario Government is not going to have the effect of making food cheaper for Government fish can at the best supply only a very small part of the public, while this competition is having the effect of diverting other Ontario lake fish to the American markets, and consequently diminishing the available supply. The dealers cannot see where the Government is doing the public such a favor. They are opening practically virgin waters to their own fishermen, and prohibiting them to the public. They are paying 5¼ cents, where the regular fish wholesaler is compelled to pay 10 to 11 cents for the same variety of fish, in order to compete with the American buyers, who would otherwise take the entire supply. It is urged, too, that the system is resulting in no real economy. The only saving is in the initial cost, and the Government is regulating that by law, and is not meeting open market conditions. With a cost of 5¼ cents, express and packing charges of approximately 2½ cents, and a selling price of 11½ cents there is a margin of 3¼ cents, whereas several canneries have been operating on a yearly average mar-

gin of 1½, which appears to be a fair indication, that the only benefit that the Government is able to give is due to the favorable treatment that it accords itself. It does not even assume the usual commercial risks, the communities in which the retail distributors of the fish are located being required to guarantee the account of the merchant. The regulation requiring fishermen in other localities to turn over a part of their catch to the Government on demand, has not been put in force this year, owing, it is presumed, to the strenuous protests of the fishermen against any such unwarranted interference with their rights.

The wholesale fish dealers are not inclined to quarrel with the Government entering the business, but they do feel that the competition should be on an even basis, and they contend that only so can it be of any service to the public.

CANADIAN EXPORT OF EGGS INCREASE

The following figures illustrate the growing export movement of Canadian eggs, the total for May being 18,053 cases, or more than the total export of the two preceding months:

March 1st-31st	7,620 cases
April 1st-30th	8,405 "
May 1st-10th	6,350 "
May 11th-17th	7,473 "
May 18th-24th	3,100 "
May 25th-31st	1,100 "
	<hr/>
	34,048 "

(1,021,440 doz.)

FOUR CARDINAL PRINCIPLES

"Buy wisely; pay promptly; sell promptly; collect promptly," are the principles which a certain wholesale grocery house is recommending to its customers. Any merchant who acts upon these principles. it was declared, cannot keep success from his doors.

Valuable at any time, these principles are particularly important at this time. They are absolutely sound.

Meat Department a Valuable Asset

Grocery Department a Lead for Building Up a Big Meat Trade—Two Naturally Work Together—Serve the Customer All Her Needs

WM. Hedden, Wentworth Street South, Hamilton, has a meat department in connection with his grocery business that is a very profitable end of his trade. Mr. Hedden has his meat department at the rear of his store, and he has it very attractively arranged, in such a manner as to directly engage the attention of everyone who enters the place. He handles both fresh and cured meats, and in the Summer months has a fine assortment of cooked meats. He finds there is not as much demand for roasts and such like in the hot weather, and makes it a point to have the cooked varieties in ample supply. In Mr. Hedden's opinion a meat department is a valuable adjunct to any well-equipped grocery store, and

renders it possible to cater to the same buying public in both meats and groceries. He employs an automobile delivery, and is thus able to give a splendid service to his customers. His customers are much the same for both lines and his experience is that of other grocers handling fresh meats along with their regular lines, and that is that the grocery department can be a big factor in building up a good meat trade.

This store also does an extensive business in fruits and green vegetables during the Summer. Mr. Hedden always has a good fresh stock of whatever is in season. His sales of berries are very heavy, and his turnover on fruits during the Summer is one of the gratifying features of his business.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 10.—Hog prices are lower this week, both live and dressed being less in accordance with the general lowering tendencies in some of the Canadian centres. Hot weather, too, has a detrimental effect upon the demand for fresh meats and the consequence is a weakening of the price basis. Some cuts of beef are readjusted downward. Cooked and roast hams and shoulders are higher and this is due to heavier demand. Cooked meats are active. Lard and shortening are very firm and in rather less demand than before, owing to the high prices. Butter is due for a decline immediately in addition to a drop of two cents recorded this week. Cheese will also be lower, if the present buying refusal is maintained by importers abroad. Already there have been substantial declines in country points. Eggs are down and will still decline. Poultry is firm and active. Fresh fish are more readily available and prices are reduced for mackerel, haddock and Gaspereaux.

Prices Score Less on Pork Products

Montreal

FRESH MEATS.—Lower prices have been reached on live hogs and dressed prices also are less. This is due to the weaker feeling in nearby markets, and in view of hot weather conditions lower prices still are looked for. There has been a fairly good delivery of hogs, and the demand, in view of hot weather prevailing, is limited. There have been some revisions in the price of various meat cuts, some prices on beef being more favorable.

Hogs, live 20 00 21 50

Hogs, Dressed—

Abattoir killed, small, 65-90 lbs. 30 50 31 00
Sows (heavy) 25 50
Hogs (country dressed) 27 00 27 50

Fresh Pork—

Leg of pork (trimmed) 0 39½
Loins (trimmed) 0 43
Loins (untrimmed) 0 40
Spare ribs 0 24
Trimmed shoulders 0 27 0 28

Fresh Beef—

(Cows).
\$0 29 \$0 32 Hind quarters.. \$0 26 0 28
0 17 0 20 Front quarters. 0 17 0 20
0 42 Loins 0 32 0 34
0 26 0 30 Ribs 0 26 0 28
0 17 0 18 Chucks 0 16
0 30 Hips 0 25 0 26
Calves (as per grade) 0 20 0 25
Lambs, 30-40 lbs. (whole carcass), lb. 0 40
No. 1 Mutton (whole carcass), lb. 0 25

Cured Meats Active; Advances Unlikely

Montreal

CURED MEATS.—Were it not for the fact that the demand has been active for cured meats, due to the hot weather, it is probably that prices would have scored a decline, in sympathy with a lowering basis for fresh killed hogs. But with this demand likely to continue strong, there may be a maintained basis.

Hams—

Medium, smoked, per lb.—
(Weights), 12-14 lbs. 0 39
14-20 lbs. 0 38½
20-25 lbs. 0 38
25-35 lbs. 0 35

Backs—

Plain 0 43 0 48
Boneless and trimmed 0 56
Breakfast, per lb. (as to qual.) 0 44 0 50
Roll, per lb. 0 32½ 0 37
Dry Salt Meats—
Long clear bacon, ton lots.... 0 30½ 0 31½
Long clear bacon, small lots.. 0 31½ 0 32½
Barrel Pork—
Fat backs, lb. 0 33
Canadian short cut (bbl.) 30-40 pieces 68 50
Clear fat backs (bbl.) (40-50 pieces) 67 50
Heavy mess pork (bbl.) 54 50
Bean pork (bbl.) (American) (60-80 pieces) 53 00

Cooked Meats Higher; Due to Big Demand

Montreal

COOKED MEATS.—The consuming season being on, and in view of the fact that this is real heavy, prices are firm and some have marked the basis up for cooked and roast hams. Last week recorded new records in point of selling and there is likely to be a big outturn for the next few weeks at least.

Head Cheese 0 13 0 15
Choice jellied ox tongue 0 57 0 59
Jellied pork tongues 0 44
Ham and tongue, lb. 0 32
Veal and tongue 0 25
Hams, roast 0 61
Hams, cooked 0 58 0 61
Shoulders, roast 0 50 0 52
Shoulders, boiled 0 50 0 52
Pork pies (doz.) 0 85
Blood pudding, lb. 0 12

Stiff Prices Hurt Selling of Lard

Montreal

LARD.—Prices have reached the point where consumers stop and consider before buying. This means that the consumption of the past while has lessened and still the undertone is very firm, and immediate declines are not anticipated. If the hog market continues to rule weak, there is likelihood then of prices being shaded downward on lard.

LARD, pure—

Tierces, 400 lbs., per lb. 0 36½
Tubs, 50 lbs., per lb. 0 37
Pails, 20 lbs., per lb. 0 37½
Bricks, 1 lb., per lb. 0 39

Shortening Going But Price Holds

Montreal

SHORTENING.—No change of consequence is made in the shortening situation and the demand is steady. Prices remain the same as last week, with changes unlikely to come until lard is affected. The supplies are ample. Crisco has firmed again, and the jobbing price of this is now \$12.40.

SHORTENING—

Tierces, 400 lbs., per lb. 0 29½
Tubs, 50 lbs. 0 29½
Pails, 20 lbs., per lb. 0 30
Bricks, 1 lb., per lb. 0 32

More Margarine Sale Desired

Montreal

MARGARINE.—Even though butter prices hold so much higher, the consumer does not appear to fully appreciate the advantages of margarine for cooking, etc. There is but a limited sale here, and this may be due to the hot weather conditions. Prices are entirely unchanged.

Margarine—

Prints, according to quality, lb. 0 35 0 38½
Tubs, according to quality, lb. 0 32 0 34½

Trend of Butter Now Downward

Montreal

BUTTER.—Tendencies are strongly downward on butter and at producing points there have been substantial declines of 2 to 3 cents per lb. That there will be lower prices still is expected in trade circles, for the production is large and United States markets have been lowering also. As far as Canada is concerned, one large producer believes that much depends upon the British restrictions. One thing seems certain, and that is that operators are not anxious to start storing in usual quantities on the present cost basis. It is really risky work, for if present rulings in Great Britain be lifted it might mean a serious loss to any who had bought heavily. In the meantime heavy production is tending to overtake any shortage here and there and the chances are that prices will still decline.

BUTTER—

Creamery prints, fresh made 0 56
Creamery solids, fresh made 0 55
Dairy prints 0 48
Dairy, in tubs, choice 0 47

Cheese May Lower; Buyers Are Fewer

Montreal

CHEESE.—In view of the fact that buyers have called a halt, owing to the higher prices asked for Canadian cheese, the market declined very materially over the week-end and there is an accumulation of stock, owing to the action of the British buyers, as stated above. Whether there will be a continued weak-

ness in the market, depends upon the demand from buyers. Local prices have not lowered, but there is a weakening tendency, and there may be changes to lower levels at any time. Sales in the country were made as low as 28c last week on one or two Boards.

Cheese —

New, large, per lb.	0 33
Twins, per lb.	0 33½
Triplets, per lb.	0 34
Stilton, per lb.	0 35
Fancy, old cheese, per lb.	0 34 0 35

Eggs at 47c in

Country Points

Montreal.

EGGS. — Tendencies are downward still on eggs and the predictions made last week are still holding good, with prices two to three cents below the quotations then made. Storing of stock is pretty well completed at various points and some have almost stopped buying. With a general fill-up of storage capacities, there is but one probable result—that of a lower market. One Montreal produce man is said to have sold 50 cases of eggs at 47c, and this indicates pretty well what the tendency is. There are plenty of eggs and still a good demand.

EGGS—

No. 2	0 47
No. 1	0 50 0 51
New laids	0 53 0 54

Poultry is Firm;

Live Still Sells

Montreal.

POULTRY.—Changes have not been made on poultry this week, but there is a fully maintained basis. The Jewish buyers are still purchasing live birds extensively, and with such active selling prices are bound to hold firm. The receipts are very satisfactory.

POULTRY—

Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green) ..	0 46	
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 49	
Turkeys (young)	0 50	
Geese	0 30	0 31
Old fowls (large)	0 36	
Old fowls (small)	0 32	

Fresh Fish Down;

Big Selling Week

Montreal.

FISH.—Mackerel and some other kinds of fish are selling on a more favorable price basis, with supplies better from week to week and the demand quite large. This week will have been an active one in Montreal, there being several fish days. Salmon from the Gaspe Coast is more plentiful, but the price still is quite high. Haddock are plentiful, and are big sellers.

FRESH FISH

Carp, per lb.	0 09	0 10
Bullheads (dressed)	0 13	
Gaspereaux, each	0 06	
Haddies	0 12	0 13
Fillet Haddies	0 18	
Haddock	0 07	
Halibut, Eastern	0 21	0 22
Halibut (Western)	0 20	0 21

Steak, Cod	0 10
Market Cod	0 06½
Flounders	0 07
Prawns	0 40
Pike, lb.	0 12
Live lobsters	0 23 0 24
Boiled lobsters	0 18 0 20
Salmon (B.C.) per lb., Red	0 29 0 30
Salmon, Gaspe	0 33
Lake Trout	0 18
Mackerel	0 20
Shrimps	0 35 0 40
Whitefish	0 17
Trout, brook	0 35

FROZEN FISH

Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	
Mackerel	0 14 0 15	
Dore	0 14 0 15	
Smelts, No. 1, per lb.	0 12 0 13	
Smelts, No. 2, per lb.	0 07 0 08	
Pike, Headless and Dressed	0 10 0 11	
Market Cod	0 05½	
Whitefish, small	0 11 0 12	
Sea Herrings	0 07½	0 08
Steak Cod	0 08	
Gaspe Salmon, per lb.	0 24 0 25	
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13 0 14	
Whitefish	0 15 0 16	
Smelts, extra large	0 22	
Lake Trout	0 19 0 20	
Lake Herrings, bag, 100 lbs.	6 00	
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel.	17 00	
Pollack, No. 1, 200 lb. barrel.	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20 0 23	
Codfish (boneless) (24 1-lb. cartons) ..	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx) ..	0 19	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	

PICKLED FISH

Herrings (Scotch cured), barrel.	11 25	12 00
Scotia, barrel		12 00
Do., half barrel		6 25
Mackerel, barrel		34 00
Salmon, Labrador (200 lbs.)		26 00
Salmon, B.C. (200 lbs.)		24 50
Sea Trout (200-lb. bbls.)		25 00
Turbot (200 lbs.)		17 00
Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17

OYSTERS

Cape Cod, per barrel	16 00
Batouche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50 3 00
Can No. 3 (Selects)	9 00
SUNDRIES	
Paper Oyster Pails, ½ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, June 14—With the exception of quotations on cooked meats, the prices in the produce lines are inclined to be slightly easier. The warm weather has stimulated demand in cooked meats, with the result that prices are several cents higher. Provisions are for the most part steady. Cheese is easier, and eggs are quoted lower. They are in plentiful supply. Butter market is firm. Fresh meats in some instances are a little lower and the demand for the same is a little quiet, because of weather conditions.

Fresh Meats Are a Little Lower

Toronto.

FRESH MEATS.—Quotations on fresh meats are slightly easier this week. The market for both hogs and cattle is lower, and these lower prices on live stuff are reflected in the meat figures. The hot weather too has lessened the demand for meats, and this is largely responsible for the easier tone. Fresh legs of pork are bringing from 37 to 40 cents, and tenderloin is selling at 46 cents.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt. ..	\$30 00	
Live, off cars, per cwt.	21 50	
Live, fed and watered, per cwt.	21 25	
Live, f.o.b., per cwt.	20 25	
Fresh Pork—		
Legs of pork, up to 18 lbs.	\$ 37	0 40
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.		0 46
Spare ribs, lb.	0 22	
Picnics, lb.	0 29	
New York shoulders, lb.	0 28	
Montreal shoulders, lb.	0 29	
Boston butts, lb.	0 33	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 26	0 28
Front quarters, lb.	0 16	0 18
Ribs, lb.	0 24	0 30
Chucks, lb.	0 13	0 18
Loins, whole lb.	0 33	0 36
Do., short, lb.	0 35	0 38
Hips, lb.	0 26	0 27
Cow beef quotations about 2c per lb. below		
above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 28	0 30

Sheep, whole, lb. 0 20 0 22
Above prices subject to daily fluctuations of the market.

Provisions Are Holding Firm

Butter—

PROVISIONS.—There is a very firm market in all provisions, but prices this week are unchanged as compared with last. Demand is very active for both hams and bacon. Fancy breakfast bacon is selling at from 56 to 58 cents per pound, and the rolls at from 37 to 40 cents.

Hams—

Medium	0 46	0 48
Large, per lb.	0 39	0 42

Bacon—

Skinned, rib in	0 48	0 51
Boneless, per lb.	0 55	0 58
Bacon—		
Breakfast, ordinary, per lb.	0 47	0 49
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 37	0 40
Wiltshire (smoked sides), lb.	0 40	0 42

Dry Salt Meats—

Long clear bacon, av. 50-70 lbs.	0 30	0 32
Do., av. 70-100 lbs.		0 30
Fat backs, 16-20 lbs.		0 32
Out of pickle, prices range about 2c per pound		

below corresponding cuts above.

Barrel Pork—

Mess pork, 200 lbs.	55 00	58 00
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs.		
heavy	59 00	60 00
Do., do., do., lightweight.	62 00	63 00

Above prices subject to daily fluctuations of the market.

Sharp Advance on All Cooked Meats

Toronto.

COOKED MEATS.—Sharp advances are noted in all prices on cooked meats this week. The warm weather has stimulated the buying of the same, and quotations show gains of from two to three cents per pound. Boiled hams are selling to the trade at from 60 to 62 cents, and roast hams at from 61 to 63 cents. Roast shoulders are quoted at 53 cents. Ox tongue is very high, selling at 63 cents.

Boiled hams, lb.	0 60	0 62
Hams, roast, without dressing, lb.	0 61	0 63
Shoulders, roast, without dressing, per lb.	0 53	
Head Cheese, 6s, lb.	0 15	
Meat Loaf with Macaroni and Cheese, lb.	0 25	0 00
Choice Jellied Ox Tongue, lb.	0 63	
Pork and Tongue, lb.	0 34	

Above prices subject to daily fluctuations of the market.

Lard Quotations Are Very firm

Toronto.

LARD.—Quotations on lard are very firm, the price being 36 cents per pound tierce basis. There is a big export demand for lard at the present time, as well as an active inquiry for domestic account.

Lard, tierces, 400 lbs., lb.	0 36
In 60-lb. tubs, $\frac{1}{2}$ c higher than tierces, pails $\frac{1}{4}$ c higher than tierces, and 1-lb. prints, 2c higher than tierces.	

Shortening Has Sharp Advance

Toronto.

SHORTENING.—Shortening is quoted higher this week. There is a big demand for the same, and it is selling at from 29½ to 31½ cents, tierce basis.

Shortening, tierces, 400 lbs., lb.	0 30	0 31½
------------------------------------	------	-------

Butter Holds at Firm Figures

Toronto.

BUTTER.—No changes are noted in the prices of butter this week, the market remaining firm and steady. There is a feeling among the dealers that the prices are too high, but the operations of American buyers are tending to keep it so. Fresh made creamery prints are selling at 54 and 55 cents.

Creamery prints (fresh made)	0 54	0 55
Creamery solids (fresh made)	0 53	0 54
Dairy prts, fresh separator, lb.	0 50	
Dairy prints, No. 1, lb.	0 46	0 48

Margarine Steady; is Selling Well

Toronto.

MARGARINE.—No change is reported in the market for margarine this week, prices remaining steady. There is a good movement of margarine, in spite of the plentiful supply of butter, but the prices of butter are still rather high. Margarine is a good seller at present quotations.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Solids 1c per lb. less than prints.		

Marked Declines in Egg Prices

Toronto.

EGGS.—There is any amount of eggs being offered now and prices show marked recessions. Eggs are being bought in the country around 42 cents, and are selling to the trade at from 47 to 49 cents. In cartons they are bringing 49 and 50 cents per dozen. Consumption has declined, dealers state, to a very considerable extent.

Eggs—		
New laids in cartons, doz.	0 49	0 52
New laids, doz.	0 47	0 49
Prices shown are subject to daily fluctuations of the market.		

Cheese Prices Show Weakness

Toronto.

CHEESE.—Weakness is developing in the market for cheese, and quotations this week show recessions of from one to two cents per pound. New large cheese are selling all the way from 31 to 33 cents per pound, the more general quotation being 32 cents. New Stiltons are selling at 33 cents.

Cheese—		
New, large	0 32	0 33
Stilton (new)		0 33
Twins $\frac{1}{2}$ c lb. higher than large cheese.		0 33
$\frac{1}{4}$ c higher than large cheese.		

Spring Chickens Quoted Lower

Toronto.

POULTRY.—There is not much doing in the market for poultry. Spring chickens are coming in a little larger supply, and prices on the same are easier. They are selling to the retail trade at from 55 to 65 cents. Heavy hens are selling at 40 cents, and light ones at 38 cents.

Prices paid by commission men at Toronto:		
	Live	Dressed
Ducklings, lb.	\$...\$0 40	\$...\$0 45
Turkeys, old, lb.	0 25	0 30
Do., young, lb.	0 30	0 35
Roosters, lb.	0 25	0 30
Fowl, 4 to 6 lbs., lb.	0 34	0 34
Fowl, over 6 lbs., lb.	0 35	0 35
Fowl, under 6 lbs., lb.	0 32	0 32
Chickens, over 5 lbs., milk fed, lb.	0 50	0 55

Prices quoted to retail trade:		
		Dressed
Hens, heavy	\$...\$0 40	\$...\$0 40
Do., light	0 35	0 38
Chickens, spring	0 55	0 65
Ducks	0 45	0 50
Turkeys	0 40	0 50

Fresh Fish Are at Easier Levels

Toronto.

FISH.—Much lower prices are prevailing on fresh fish this week. Supplies are coming along fairly abundantly just now, and quotations are lower by several cents this week. Fresh sea haddock is selling at 9 cents. Fresh lake trout is bringing from 14 to 15 cents per pound, and white fish from 11½ to 14 cents. There is a wide range of prices on pickerel, ranging all the way from 12 to 18 cents. About the only frozen sea fish now on the market is salmon, selling at from 25 to 35 cents per pound.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	0 09	0 12
Halibut, chicken	0 21	0 23
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10

FROZEN SEA FISH		
Salmon—		
Restigouche		0 35
Gaspe		0 25

FRESH LAKE FISH		
Lake herring, lb.		0 12
Trout, lb.	0 14	0 15
Whitefish, lb.	0 11½	0 14
Mullets, lb.		0 05
Fresh pickerel	0 12	0 18
Ciscoes		0 16
Pike	0 09	0 10
Fresh Mackerel		0 15

SELLS FIFTY CASES OF SUMMER DRINKS A WEEK

(Continued from page 29)

poses of a lot of berries and other Niagara fruits in season, and has found them a very profitable line to handle in the Summer. She also makes a point of keeping fresh vegetables on hand. Mrs. Applebee is a firm believer in display, and by always keeping goods well to the front she finds it pays. "Then the sale of one line helps the sale of others," added Mrs. Applebee. "It certainly has been the case, at any rate, in the matter of our soft drink business."

DEALERS CHOOSE BRAND OF MACARONI

(Continued from page 30)

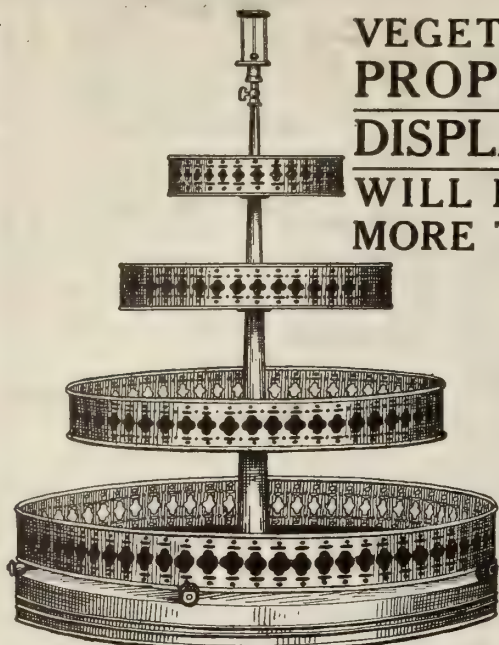
Hamilton, sells — macaroni almost altogether. His experience has been, since the war, that customers rarely ask for goods by the brand name. He finds that his clientele scarcely ever ask for any particular kind of macaroni, and he always gives them what he has in stock.

The only way to get at the facts as to how any line is actually passed along from retailer to consumer is by investigating the matter in retail stores. In this series of articles the representatives of CANADIAN GROCER have always made it a point to secure the information in this way. There have been no theoretical statements made, but only actual facts given with their natural conclusions.

Probably the most important point brought out has been that the retailer does not stock and back up any particular brand of a line for any one reason. His selection, and every article shows that he does select, in the majority of instances, —, is based on many points including cost and selling price, appearance of the package and of the goods, knowledge of the reliability of the manufacturer, personality of the travelling salesman, whether the goods are nationally advertised or not, availability of the stock, freight rates, etc., etc. The articles have further shown that it would be poor business on the part of a dealer to stock every brand of every line on the market. It would be impossible business. So he discriminates, and his discrimination is based on his general knowledge of all points in his possession.

For these reasons the importance of giving the merchant all possible information about a product is self-evident.

VEGETABLES PROPERLY DISPLAYED WILL BRING MORE TRADE



*Illustrated
Catalogue
on Request*

DISPLAY STAND and MIST MACHINE

Keep Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

Makes attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

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HAMILTON - ONTARIO

Branches at Toronto, Montreal, Winnipeg

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ARCTIC

A Scientific Study

Its scientifically correct system of cold, dry air circulation is not the only feature that makes the Arctic a really dependable refrigerator. Designed and improved by men who have devoted their whole lives to the perfection of refrigeration facilities, every detail of the Arctic accomplishes the utmost that perfect refrigeration can do.

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Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy



The CANADIAN Open

and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$18.00.

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WINDSOR, ONT.



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—a reputation won by giving the housewives of Canada an absolutely pure table salt, with fine, even grain full of savour. This is why

Windsor Table Salt

*Made in
Canada*

is always in demand—and why Grocers like to handle it. It pleases every customer.

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Herring in Tomato Sauce
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Bottles--2 Sizes.*

RETAIL PRICES:

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100% Pure Well Advertised

ASK YOUR JOBBER FOR IT

SUMORE

The Perfect Peanut

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Order from your
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Wantmore

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The Finest Spread for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable.

Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

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R.L. Fowler & Co., Ltd.

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CALGARY

SASKATOON

REGINA

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It often happens that when you have asked for a number and are connected, it is only to find that you have got the "wrong number."

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CELEBRATED

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*"A
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Are You Interested?

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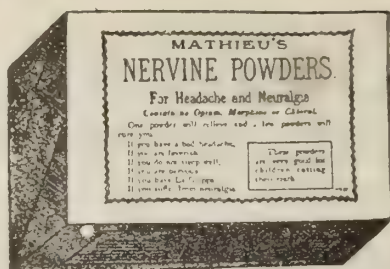
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Sani-Flush is not an ordinary cleanser and therefore cannot be used for general cleaning. It is compounded solely for dissolving the stains and sediments found in closet bowls and traps. Therefore, **Sani-Flush** is in a class by itself and should not be confused with common cleaning preparations.

Display **Sani-Flush** and it will sell, because its usefulness is self-evident.

HAROLD F. RITCHIE & CO.
LIMITED

10-12 McCall Street
TORONTO, ONT.



The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to **stay on the line**. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada.

VOL-PEEK

15

Cents

Mends Holes in Pots and Pans



60% Profit in this Line

Vol-Peek makes big profits for the dealer. No expense—simply hand over the counter. Comes to you in an attractive display stand. Individually wrapped.

Vol-Peek appeals to the housewife. Mends all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at half cent per mend—easily applied (no tools required), and hardens quickly.

Order a display stand to-day of 24 packages, \$2.25. Vol-Peek is guaranteed and backed by our extensive advertising.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and operating Vol-Peek Mfg. Co.) Canada

Something New in Appetizers— MAROMA

Made in conjunction with our famous Blue Seal Products and made from the very finest ingredients.

Fine for Fish and all kinds of grilled meats, and gives a delicious piquancy to salad dressings, Mayonnaise Sauce, etc.

Maroma will captivate your most particular customer. Try a little display.

E. W. Jeffress, Ltd.

WALKERVILLE, ONT.

Every Home needs a GOOD broom or a whisk



Every home needs a GOOD Broom or a Whisk. Not that 15-cent store variety. WE don't make any. Every housewife is a good prospect for a sale of "Excelsior" Brooms and Whisks. They are serviceable lines—made in Canada at Owen Sound, Ont., and are priced in a way that will appeal to every woman.

Every repeat order will be right up to the sample. Our factory inspection guarantees this.

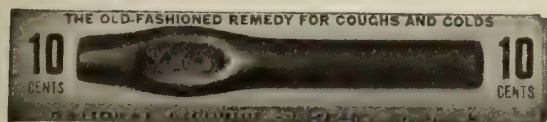
Send to-day for our price list. We give personal attention to every order and guarantee prompt service.

J. C. SLOANE

Makers of Fine Brooms and Whisks

845 5th Avenue, Owen Sound, Ontario

Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all Industries using
LICORICE
in any form.

Made in Canada by

**National Licorice Company
MONTREAL**

IT SATISFIES



The goodness of Marsh's Grape Juice satisfies the requirements of all lovers of quality.

Non-intoxicant and with a fine rich Concord Flavor Marsh's Grape Juice will be welcomed in every home in your community.

Recommend it to your customers as the finest soft drink and see how well it sells.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:
The McLaren Imperial
Cheese Co., Limited
Toronto, Ont.

CALIFORNIA CANTELOUPES

Our first car, celebrated "Poppy" Brand in standard and small crates, due now. Will sell fast. Rush your orders.

GEORGIA PEACHES

Fine colour and eating. Arriving daily and selling very freely.

CALIFORNIA VALENCIA ORANGES

CALIFORNIA LEMONS AND GRAPEFRUIT. Try us for quality.

TEXAS TOMATOES

These are only a few of the lines we specialize. Also regular daily supplies Strawberries, Cucumbers, Beans, Peppers, New Cabbage, Carrots, Celery.

BANANAS---BANANAS

We handle the very finest at our Branches.

PETERS, DUNCAN, LIMITED

Head Office: 88 FRONT STREET, E.

TORONTO

Branches: NORTH BAY

SUDBURY

COBALT

TIMMINS

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.
153 UNIVERSITY AVENUE, TORONTO

TEAS

The new tariff on Teas has made some small changes, but the peculiar situation regarding the Ceylon and Indian markets is such that there is much more likelihood of an advance than a decline in our market, for while these kinds of Tea will come in at a three cent reduction in the duty, Exchange on Colombo and Calcutta is so high that the reduction of duty is more than offset by the difficulty of negotiating payments. Some reports state that it is next to impossible to finance bills there at present. How long this condition will last it is hard to tell, but in the meantime the market will likely remain very firm, with a strong tendency to advance, for anything which shows quality.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

Make room on
your counter
for a few
bottles of

ROSE'S LIME JUICE

*The Original and Genuine
Brand*



Rose's is a good Lime Juice—none better.

Non-intoxicant, healthful, nourishing, this delicious summer drink will be welcomed in every home in your community.

And every bottle you sell will win you a good, big profit. It's easy to sell Rose's. It looks good and it tastes better.

Order your supplies now in good time for the hot weather weeks.

Holbrooks, Ltd.

Toronto and Vancouver

You Can Supply

22
Different
Colors
from
Black and
Navy
to Delicate
Pink



With Sunset Soap Dyes

Thousands of dealers are finding these dyes steady profit producers and wonderful repeaters, because with them practically every customer can be satisfied. The wide range of colors includes Black, the ever-popular Navy Blue and U.S. Olive Drab, all of which are proving Big Sellers these days.

Sunset Soap Dyes are being extensively and truthfully advertised in high-class publications to help you do more business. These clean, brilliant home dyes will permanently color any fabric from a sheer waist to a heavy overcoat without staining hands or utensils.

Order a gross now, packed in an attractive sales-stimulating container. Put it on your counter and watch the quick turnover. Sunset, selling at 15c, gives you a very attractive profit, and it's a wonderful repeater.

North American Dye Corporation

New Corporate Name of SUNSET SOAP DYE CO.

Mount Vernon, N.Y.

Toronto, Canada

Sales Representatives for U.S. and Canada:

Harold F. Ritchie & Company, Inc.

NEW YORK

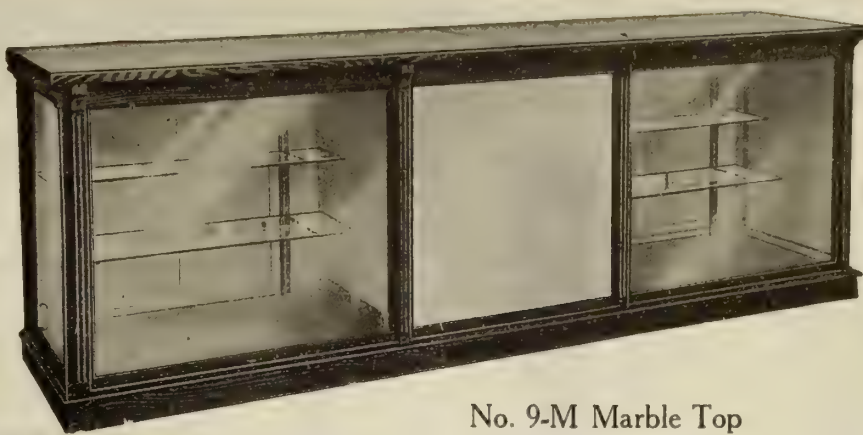
TORONTO

Equipment that helps sales

Make no mistake about it, Mr. Retailer. Good equipment is a mighty big factor in attracting new business to your store and in keeping your stocks going briskly all day and every day.

Walker Bin Store Fixtures are expressly designed to display the goods effectively. That's what you stock goods for—to sell them. And fixtures like the Refrigerator Counter pictured above will make that selling easy. Marble or glass display top, 9 ft. and 11 ft. long.

Whatever your requirements in our line may be, we can fix you up. Write for particulars.



No. 9-M Marble Top
Refrigerator Counter

The Walker Bin & Store Fixture Co., Ltd.

KITCHENER, ONTARIO

Popularity Means Sales

Women all over the country are finding new and delicious uses for

Shirriffs

(True Seville)
Orange
Marmalade



They are having wonderful success in many delightful dishes that they had never dreamed of attempting before. Besides being a favorite breakfast dish, Marmalade is now used in salads, puddings, etc., and is greatly relished with the afternoon cup of tea. Its uniformity of quality and delicious

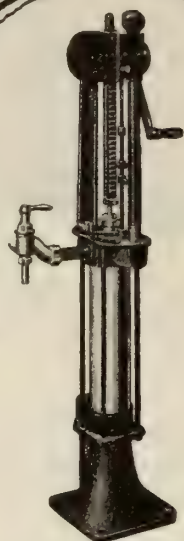
characteristic flavor have won a place of supremacy for Shirriff's.

This means business for the dealers. Are you getting your share of it? If not, you are missing real live profits. Put a little effort into the selling of Shirriff's and results will be worth while. Order a case to-day.

Imperial Extract Company

TORONTO

Selling Agents: Harold F. Ritchie & Co., Limited, Toronto, Montreal.



*For Gasoline,
Kerosene and
Other Oils*

Right Within Arm's Reach

Think what a convenience—Gasoline and Kerosene Pumps along side your finest display goods, ready for immediate delivery of these liquids in accurate quantities.

Just a step or two, the can placed on the pump nozzle, a quick turn of the handle and the sale is made. No trips to the oil room, no soiling of hands and clothes—no lost time. A pleasant operation both to you and to your customer.

That's what you can have by installing

BOWSER
ESTABLISHED 1885

Gasoline and Kerosene Pumps

As clean, convenient, safe and profitable as any line of goods you carry.

BOWSER outfits will make the oil business actually attract customers to your store.

Ask us to show you more reasons "why."

S. F. Bowser & Co., Inc. -- 66-68 Frazer Avenue
TORONTO, ONT.

Sales Offices in all Centers

Representatives Everywhere

MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered

MACDONALD'S



**CANADA'S FAVORITE
PLUG TOBACCOS
FOR OVER 60 YEARS**

Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)

"Crown"



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years

Incorporated.

MONTREAL, QUE.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.



ROYAL ACADIA

The name of a good, pure, dependable sweetener that wins the housewife's approval after a first trial.

The name of a Sugar that offers the retailer a better than usual profit.

Put up in 2 and 5-lb. cartons ; 10, 20 and 100-lb. bags; half-barrels and barrels.

The Acadia Sugar Refining Co., Limited
HALIFAX, CANADA

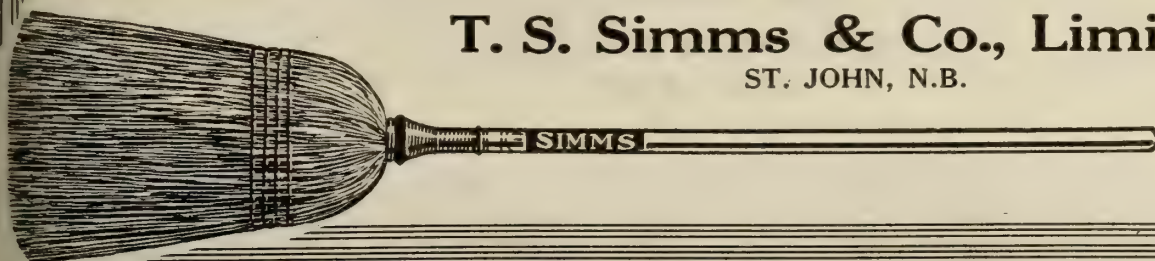
Simms' "Little Beauty" Brooms Sweeps in Big Profits

This light-weight, high-quality broom—six ounces under average weight—makes staunch friends wherever it is used. The brush, full-sized as any parlour-broom, has the bigness where it ought to be, in the broad stems or over-ripe straws to scatter as the woman sweeps. All tough, springy stock, with needle-tipped fibre-ends that save countless strokes, getting right into the rugs at the first stroke, without tearing the nap. A whippy, flexible, wonderfully-balanced broom. Its firm shoulder, strengthened with extra-tension steel wire, simply can't get floppy or loosen in the slightest degree. Straight, smooth, piano-finished handle, moisture-proof, can't get sticky or blister the hands. Bound with four seams of extra quality twine—bound to stay. Six-ounces weight saved in each sweeping stroke—something like 400 lbs. every time a house is swept.

It's one of Simms' Better Brooms—yet medium prices. Get a good lot in. Write to-day. And don't let your stock of Simms' other **Better Brushes** run low.

T. S. Simms & Co., Limited
ST. JOHN, N.B.

Branches:
Toronto
London
Montreal



By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

Keep Your Merchandise Bright

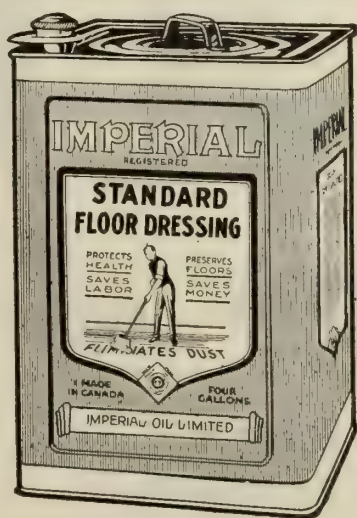
SOILED commodities never appeal to your customers—they want their goods bright and clean. Dusty merchandise looks shop-worn. Keep down dust and your stock will remain as clean as the day you unpacked it.

STANDARD Floor Dressing

prevents dust from rising off the floors and shelving. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

In addition, it is a wood-preserving, non-evaporating dressing for all wood, linoleum and oil-cloth, surfaces, thoroughly cleansing in its action.

One gallon will treat 500 to 700 square feet of floor space—once dressed no further treatment is required for three or four months, save regular cleaning. Use it on your floors to clean them and save the spoiling of valuable merchandise.



Advise those responsible for the cleaning of apartment houses, churches, public buildings, etc., as well as neighboring merchants, of its qualities, and demonstrate its worth by your own store's cleanliness.

Sold in one and four-gallon cans, also half-barrels and barrels.

Ask the Imperial Oil Man.

IMPERIAL OIL LIMITED
BRANCHES IN ALL CITIES



WE SOLICIT YOUR ENQUIRIES FOR

English Castor Oil

In Barrels or Cases

Cream of Tartar

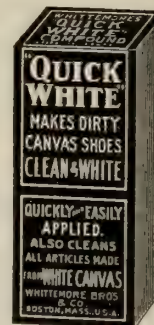
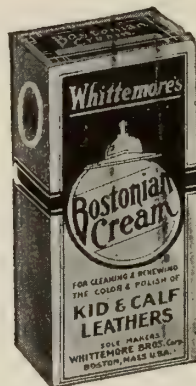
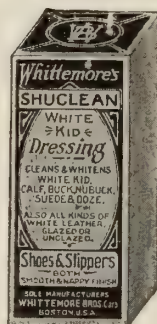
Borax, Glycerine, Blue Vitriol

Citric Acid, Tartaric Acid

FULL PARTICULARS OF THE ABOVE GLADLY SUPPLIED ON REQUEST

**B. & S. H. THOMPSON
& COMPANY LIMITED
MONTREAL**

Branches: TORONTO WINNIPEG VANCOUVER NEW GLASGOW, N.S.



Quality **Whittemore's** Variety
Shoe Polishes

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.

Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.

Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.

Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.

Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.

Albo white cake canvas and buck dressing in metal box. 2 sizes.

Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.

Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

**IMPORTERS, EXPORTERS and GENERAL
: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

*SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND*

Bankers: ROYAL BANK OF SCOTLAND

THE SWEETEST BREAD

Will Win The Family's Favor

Ask Your Customers
When Making Bread
to Use — 20% of

RICE FLOUR

MOUNT ROYAL MILLING AND MANUFACTURING CO., LIMITED
MONTREAL, QUEBEC VICTORIA, B.C.



MACARONI

The pure food that builds Muscle
and Bone at small expense

FULLY GUARANTEED and
Very Profitable to the Grocer.

MANUFACTURED BY THE
Columbia Macaroni Co.
LIMITED
LETHBRIDGE ALTA.

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed
for the Canadian trade, in cases of 10, 15
or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb.
packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec
15 STE. THERESE ST. - MONTREAL

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your
Wholesaler

1598 Delorimier Ave.
Montreal



Oranges

California Lemons and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz.
glass, 2 doz. case. Per doz.
Blackberry \$3 35
Currant, Black 3 90
Pear 3 25
Peach 3 25
Plum 2 95
Raspberry, Red 3 90
Apricot 3 35
Cherry 3 45
Gooseberry 3 35

"AYLMER" PURE ORANGE MARMALADE

Per doz.
Tumblers, Vacuum Top, 2
doz. in case \$2 00
12 oz. Glass, Screw Top, 2
doz. in case 2 55
16 oz. Glass, Screw Top, 2
doz. in case 3 25
16 oz., Glass, Tall, Vacuum,
2 doz. in case 3 25
2's Tin, 2 doz. per case 5 10
4's Tins, 12 pails in crate,
per pail 0 82
5's Tin, 8 pails in crate, per
pail 1 01
7's Tin or Wood, 6 pails in
crate 1 42
30's Tin or Wood, one pail in
crate, per lb. 0 20

PORK AND BEANS "DOMINION BRAND"

Per doz.
Individual Pork and Beans,
Plain, 75c, or with Sauce,
4 doz. to case \$0 85
1's Pork and Beans, Flat,
Plain, 4 doz. to case 0 92½
1's Pork and Beans, Flat,
Tom. Sauce, 4 doz. to case 0 95
1's Pork and Beans, Tall,
Plain, 4 doz. to case 0 95
1's Pork and Beans, Tall,
Tomato or Chili Sauce, 4
doz. to the case 0 97½
1½'s (20 oz.) Plain, per doz. 1 25
Tomato or Chili Sauce ... 1 27½
2's Pork and Beans, Plain,
2 doz. to the case 1 50
2's Pork and Beans, Tomato
or Chili Sauce, Tall, 2
doz. to case 1 52½
2½'s Tall, Plain, per doz. ... 2 00
Tomato or Chili Sauce ... 2 35
Family, Plain, \$1.75 doz.; Family,
Tomato Sauce, \$1.95 doz.; Family,
Chili Sauce, \$1.95 doz. The above
2 doz. to the case.

CATSUPS—In Glass Bottles

Per doz.
½ Pts., Aylmer Quality \$1 90
Pts., Aylmer Quality 2 35
Per jug.
Gallon Jugs, Aylmer Quality 1 62½
Per doz.
Pints, Delhi Epicure 2 70
½ Pints, Red Seal 1 50
Pints, Red Seal 2 00
Qts., Red Seal 2 80
Galtons, Red Seal 7 45

BORDEN MILK CO., LTD., CONDENSED MILK

Terms, net, 30 days.
Eagle Brand, each, 48 cans. \$9 60
Reindeer Brand, each 48 cans. 9 15
Silver Cow, each 48 cans 8 40
Gold Seal, Purity, each 48 cans 8 25
Mayflower Brand, each 48 cans 8 25

Challenge Clover Brand, each
48 cans 7 75

EVAPORATED MILK

St. Charles Brand, Hotel, each
24 cans \$6 65
Jersey Brand, Hotel, each 24
cans 6 65
Peerless Brand, Hotel, each 24
cans 6 65
St. Charles Brand, Tall, each
48 cans 6 75
Jersey Brand, Tall, each 48
cans 6 75
Peerless Brand, Tall, each 48
cans 6 75
St. Charles Brand, Family,
each 48 cans 5 75
Jersey Brand, Family, each
48 cans 5 75
Peerless Brand, Family, each
48 cans 5 75
St. Charles Brand, small, each
48 cans 2 90
Jersey Brand, small, each 48
cans 2 90
Peerless Brand, small, each 48
cans 2 90

CONDENSED COFFEE

Reindeer Brand, large, each
24 cans \$6 25
Reindeer Brand, small, each
48 cans 6 50
Regal Brand, each 24 cans. 5 90
Cocoa, Reindeer Brand, large,
each 24 cans 6 25
Reindeer Brand, small, 48 cans 6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.85;
1s, \$4.85; 2s, \$9.25; 6s, \$34.75.
Lunch Ham—1s, \$6.95; 2s, \$13.85.
Ready Lunch Beef—1s, \$4.90; 2s, \$9.
English Brawn — ½s, \$2.85; 1s,
\$4.45; 2s, \$9.25.
Boneless Pig's Feet—½s, \$2.85; 1s,
\$4.45; 2s, \$9.25.
Ready Lunch Veal Loaf—½s, \$2.40;
1s, \$4.40.
Ready Lunch Beef-Ham Loaf—½s,
\$2.40; 1s, \$4.40.
Ready Lunch Beef Loaf—½s, \$2.40;
1s, \$4.40.
Ready Lunch Asst. Loaves—½s,
\$2.45; 1s, \$4.45.
Geneva Sausage—1s, \$4.35; 2s, \$8.75
Roast Beef—½s, \$2.85; 1s, \$4.75;
2s, \$9.45; 6s, \$34.75.
Roast Mutton—\$6.95; 2s, \$12.95;
square cans, \$45.00.
Boiled Mutton—1s, \$6.95; 2s, \$12.95,
\$29.90; 6s, \$45.
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s,
\$34.75.
Jellied Veal—½s, \$3.25; 1s, \$4.80;
2s, \$9.25.
Cooked Tripe—1s, \$2.90; 2s, \$4.90.
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.
Stewed Kidney—1s, \$4.40; 2s, \$8.40.
Mince Collops—½s, \$1.90; 1s, \$3.85;
2s, \$6.90.
Sausage Meat—1s, \$3.90; 2s, \$7.80.
Corn Beef Hash—½s, \$1.90; 1s,
\$3.90; 2s, \$5.90.
Beef Steak and Onions—½s, \$2.90;
1s, \$4.90; 2s, \$8.90.
Jellied Hocks—2s, \$9.90; 6s, \$30.00.
Irish Stew—1s, \$2.90; 2s, \$5.80.
Cambridge Sausage—1s, \$4.40; 2s,
\$8.40.
Boneless Chicken—½s, \$5.90; 1s,
\$9.00.
Boneless Turkey — ½s, \$5.90; 1s,
\$9.00.
Ox Tongue—½s, \$3.90; 1s, \$3.40;
1½s, \$13.40; 2s, \$17.20; 3½s,
\$29.70; 6s, \$45.
Lunch Tongue—½s, \$3.90; 1s, \$6.90
Beef Suet—1s, \$5.40; 2s, \$12.40.

On a
busy Saturday
night, which would
you rather hand out -
an explanation or
Gold Dust?



MADE IN CANADA

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWINS do your work.



KING GEORGE'S NAVY

CHEWING
TOBACCO

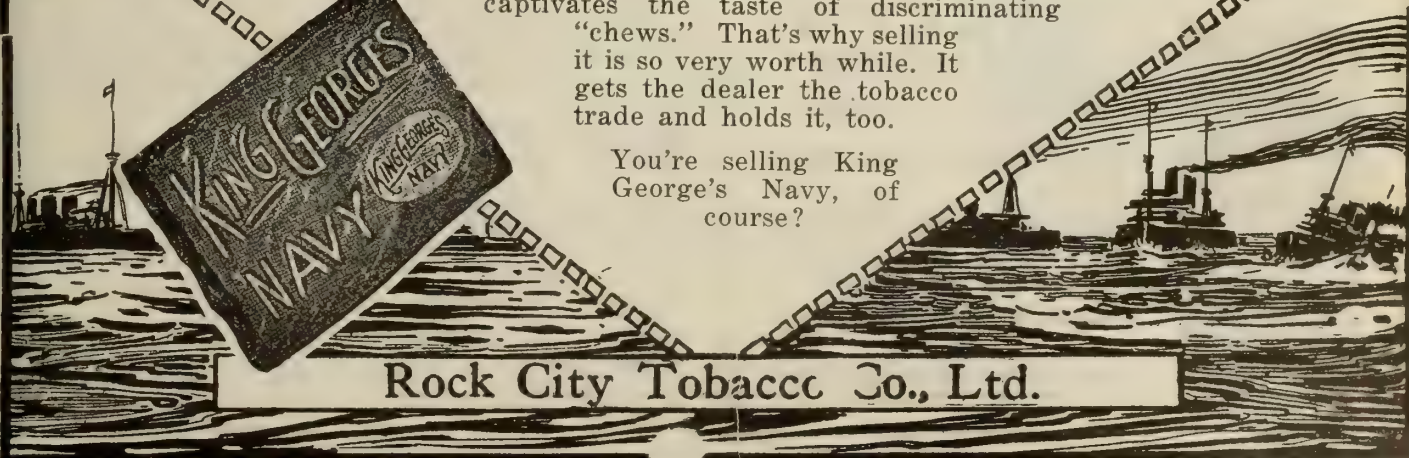
Will get you the tobacco trade

There is a distinctively different "flavor" to every chew of King George's Navy that captivates the taste of discriminating "chews." That's why selling it is so very worth while. It gets the dealer the tobacco trade and holds it, too.

You're selling King
George's Navy, of
course?



Rock City Tobacco Co., Ltd.



Bulk Teas of Quality

We specialize in Bulk Teas. Our forty-six years in the tea business enable us to guarantee you a perfect blend. Let us quote you.

Minto Bros.

TORONTO

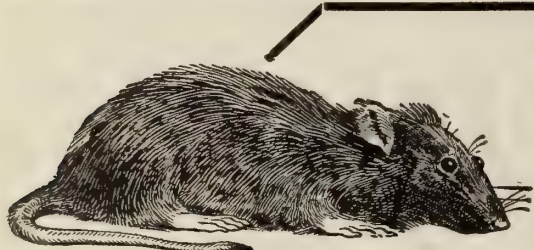
Originally Established 1873

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

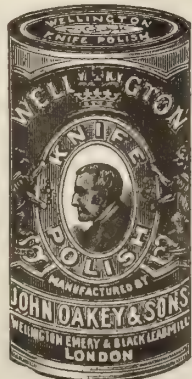


RID-OF-RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Extremator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

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Cherry, 2 doz.	2 70
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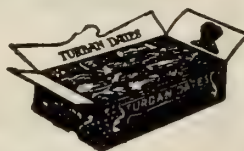
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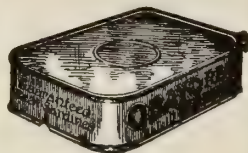


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year.

• BRITAIN TO BUY HEAVILY

There is every indication that Britain will be a more than usually good customer of Canada during the coming year. There is a growing impression in Britain that prices may be higher this coming winter. This is due to the gradual depletion of reserve stocks and the fear that German competition may curtail the stocks available. Bacon, lard, cheese, butter and eggs will unquestionably be in very sharp demand, a demand that will account for all the exportable surplus available.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - ONTARIO

CHOCOLATTA

contains chocolate, milk and sugar in powdered form.

Makes a delicious drink served hot or cold. Suggest it to your customers for Home and overseas.

NUTRIENT FOOD CO., TORONTO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS

INSIDE and OUTSIDE LIGHTS OF ALL STYLES

SIX TIMES THE LIGHT - ONE THIRD THE COST

MANUFACTURERS R. M. MOORE & CO. LTD. VANCOUVER B.C.

for Stores, Halls, Homes, Farms & Every Style of Building

Ship us your

BUTTER, EGGS, POULTRY Etc.

We pay highest wholesale prices

KAVANAGH PROVISION CO.

Bleury Street, Montreal

Phones:

Uptown 4620, Uptown 4621, After 7 p.m. Upton 198

TANGLEFOOT

The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

WANTED

EGGS AND POTATOES

We pay highest market prices.

Write us for information

NAPOLEON MORRISSETTE

18 Jacques Cartier Square, Montreal

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED — SALESMEN TO REPRESENT wholesale grocery house in city and country. Those having either experience or connection preferred. Apply Box No. 648, Canadian Grocer, 143 University Ave., Toronto, Ont.

SITUATIONS WANTED

MARRIED MAN, THIRTY-SIX YEARS OLD, speaking both languages, 15 years' experience in the retail trade, desires position as traveller. Good references. Apply Box 644, Canadian Grocer, Toronto.

COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

Grocery Salesman

Old established Western Wholesale Grocery House has opening for experienced grocery salesman, one who has absolutely proved his qualities of salesmanship. Territory is desirable. Firm has good connection at present time, but can be improved. Substantial salary with yearly bonus will be paid to right man. This is an excellent opportunity for first class grocery salesman to enter the Western field where opportunities for advancement are more numerous than in the East. Only first class, capable salesmen with good records behind them need apply. Correspondence strictly confidential. Apply Box 650, Canadian Grocer, University Ave., Toronto.

TO THE TRADE

This Want Ad. page offers opportunities to YOU!

There were thirteen replies received to a recent advertisement on this page, the results being satisfactory to the advertiser.

CANADIAN GROCER offers you Dominion-wide circulation among the grocery trade, which means that this page is read by Business men; men who are as deeply interested in the Grocery trade as you are.

Advertisements are classified under suitable headings, so that they can be located at a glance.

The cost is trivial—2 cents per word first insertion, and one cent per word for each subsequent insertion.

If you wish your replies directed to a box, the charge is 5 cents per insertion extra, to cover cost of postage.

Send your want ads along and please enclose remittance to cover, as it saves unnecessary bookkeeping, etc.

FOR SALE

GENERAL STORE WITH DWELLING ABOUT 30 miles from Ottawa. Yearly turnover over \$20,000. Good reasons for selling. Apply Box 642, Canadian Grocer, Toronto.

FOR SALE OR RENT — GENERAL STORE with dwelling attached in live town on Ottawa-Prescott highway. Well established business. Good reasons for selling. Box 630, Canadian Grocer, 143 University Ave., Toronto.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

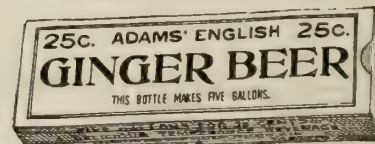
TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

An Advertisement in this paper will get you results. Try it.

HOME-MADE SUMMER DRINKS

are easily prepared with
ADAMS' ROOT BEER and
ADAMS' GINGER BEER



25c bottles make 5 gallons
15c bottles make 2 gallons
25c sizes \$2.10 per dozen, \$24.00 per gross
15c sizes \$1.20 per dozen, \$14.00 per gross

Manufactured and for sale by

PARKE & PARKE, LIMITED
MacNab St. and Market Sq. HAMILTON, Ont.

Feature These Cold-Luncheon Treats For Summer Days



Davies' Jellied Pork Tongue

IF you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store.

PORK TONGUE
OX TONGUE

PORK AND TONGUE
HOCKS
ENGLISH BRAWN

PRESSED BEEF
VEAL

(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)

THE **DAVIES** COMPANY
WILLIAM LIMITED

Montreal

TORONTO

Hamilton

Canada Food Board Packers' License No. 13-50.



The Big Thing in the Store

The easiest idea in the world that the boss has to "sell" to his clerks is the use of the Dayton Automatic Scale. The biggest hit he can make with his customers is to put them in—and enough of them.

It's the up-to-date "square deal" store that gets the business. Nothing stands firmer for the square deal than the Dayton Automatic Scale. Square to the owner. Square to the customer. Stopping the ruinous down weights. Satisfying the customer because it is visibly just.

Dayton Computing Scales

Made in Canada--"If it's a Dayton, It's Right"

Makes calculations of fractional weights and values for you instantly and absolutely correct. The longest lasting and most sensitive commercial scale in the world. Our sales this year show an increase of 70% over same period last year—our deliveries have increased over 200%. Shows that hundreds of successful merchants are buying them. How about you?

We have a Time Recorder for Retail Stores---thousands are in use. It tells you the exact time of the coming and going of each employee, and the exact time of the opening and closing of your business. Many a customer has been lost because your store wasn't opened on time.

Let us send you our latest catalogue.

Dayton Computing Scales

Royce and Campbell Avenues, Toronto

FRANK E. MUTTON, Vice-Pres. and Gen. Mgr. Also at Montreal, Winnipeg, Vancouver

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE : TORONTO, JUNE 20, 1919

No. 25

Welch's

"THE NATIONAL DRINK"

Your customers who know
Welch's will buy

Welch's Grapelade

Welch's has always stood for highest quality in grape juice. You know it. Your customers know it.

Take advantage of this quality reputation in selling Welch's Grapelade. Let your customers know it is made by the same firm that makes Welch's, "The National Drink." Display Welch's and Welch's Grapelade side by side.

Depend upon it, Grapelade will uphold the Welch name for quality. And it is a repeater—a business builder. It is a pure grape jam that never tires the taste.

Welch's Grapelade is sold by leading jobbers throughout Canada.

THE WELCH CO., Limited, St. Catharines, Ontario

Canada Food Board License Numbers

Canners No. 14-272

Bottlers No. 15-164



The Welch Co., Limited, St. Catharines, Ontario

Your LINK-UP

HAVE you seen some of the O-Cedar advertisements in the newspapers?

They are inserted to help you sell more O-Cedar Products. The large number of satisfied users of these products must be reminded about O-Cedar Polish and O-Cedar Polish Mop. The number of women using O-Cedar Polish is being increased by its merits becoming better known.

All O-Cedar ads read "On Sale at Your Grocery Shop." It is only necessary for a merchant to display the goods in his window and advertise O-Cedar Products in his local newspaper to get a good share of the O-Cedar Demand.

Keep O-Cedar Products in evidence in your newspaper ads and about the shop. You will be surprised at the way your sales will increase.



CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO





Borden's
MILK PRODUCTS LEAD IN QUALITY

The Sort of Milk Products that are always safe

RICH, pure, wholesome, hygienic milk from healthy cows pastured on the green meadows of Canada's finest dairying districts. Milk that's rigidly inspected and scientifically processed by the proven methods of a half-century's experience. That is the sort of milk contained in every tin bearing the Borden label. It is the sort of milk you can use on your own table—the sort you can with confidence recommend to every good housewife. She knows Borden's—everybody does. And a suggestion from you will mean good sales and better profits.

Borden Milk Co. Limited

"Leaders of Quality"
Montreal

Branch Office:
No. 2 Arcade Bldg., Vancouver

Upton's Orange Marmalade



Absolutely Pure

All the goodness of Rich, Juicy Oranges and Pure Granulated Sugar — nothing added.

Its delightful flavor and uniform high quality can always be depended upon.

Canadian housewives all over the country are finding new and delicious uses for Upton's Orange Marmalade.

Note—Our latest Recipe Book, "New Ways to Use Orange Marmalade," just off the press. Write for a supply for your customers.

The T. Upton Company, Limited
HAMILTON, CANADA

*Selling
Agents*

S. H. Moore & Company
TORONTO, ONT.

Rose & Laflamme Limited
MONTREAL, QUE.

Gaetz & Co.
HALIFAX, N. S.

Schofield & Beer
ST. JOHN, N.B.

Cowan & Co.
ST. JOHNS, NFLD.

Scott Bathgate & Co.
WINNIPEG, MAN.



A Real Drink

JUST imagine a nice refreshing drink of this cool sparkling beverage. It's a real drink and its taste will give you a pleasing sensation. Your customers would appreciate

MALTBRU

Send your order in now. Ask your jobber. Do you know that Blackwoods have the *best* line of soft drinks?

Blackwoods, Limited
WINNIPEG - MAN.

"Here Since 1876"

CLARK'S PREPARED FOODS



Corned Beef

English Brawn

Stewed Ox Tail

Cambridge Sausage

Corned Beef Hash

Lunch Tongue

Roast Beef

Boneless Pigs Feet

Stewed Kidneys

Geneva Sausage

Irish Stew

Ox Tongue

QUALITY GUARANTEED

Clark's Pork and Beans

Clark's Concentrated Soups

Clark's Peanut Butter

Clark's Potted Meats

Clark's Canadian Boiled Dinner
Etc., Etc.



SELLERS ALL

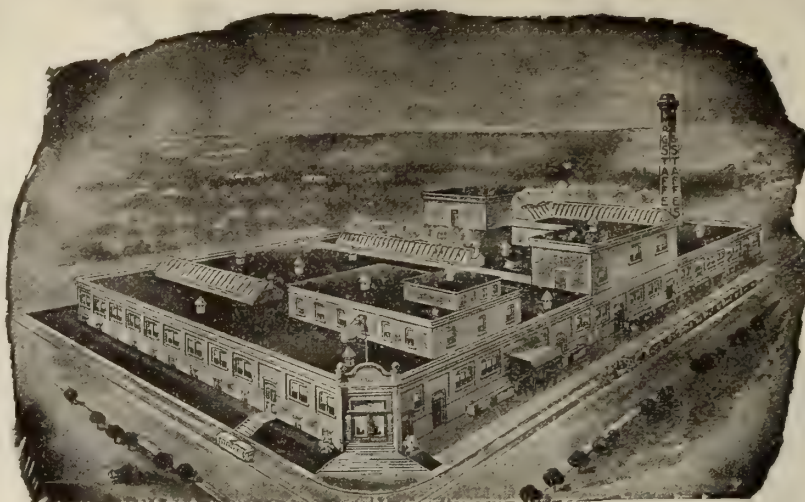
BUY NOW

W. Clark, Limited

Montreal

Clark's

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

"Every week with the E.B. Eddy Company of Hull, Canada"

A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated June 20, 1919

Being No. 39 in the Series

Interesting Features About Some Special Eddy Paper Bags

THE paper bags with which you are familiar as a retailer come to you probably in the bundles in which they are packed at the Eddy plant for shipment. The aim in bundling the bags is to make each bundle as nearly the same size as the next, no matter what size of bags it may contain. Thus there will be 20,000 quarter-pound bags in a bundle, which will hold only 5,000 three-pound bags, or 1,000 larger sized bags.

Some of the special paper bags made at the Eddy Plant possess interesting features. Thus the banana bags are devised exactly right to hold a whole bunch of bananas, and to slip with them into a crate 25 by 50 inches, side measurement.

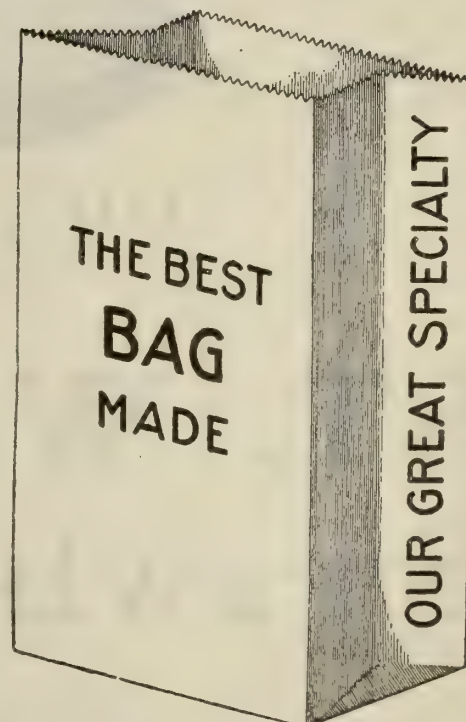
The Eddy Company bags to hold explosives are especially interesting. They are made of a highly sized paper, and the paper is crimped. This has the effect of making the bag slip easily into the powder box, but when the powder is put in the crimping expands, and every crevice is absolutely filled firm, so that the bag fits the box like a silk lining.

Another interesting note as to paper bags refers to the paper bags which go into starch barrels. They are always a beautiful deep blue color. Why? Because the effect of the blue is to bring out most dazzlingly the whiteness of the starch.

Sugar is the standard used to measure the weight content of a paper bag. The number stamped on the bag tells how many pounds or fractional parts of a pound of sugar the bag will hold. This, every retailer of experience will know, and every clerk, early in his experience will want to know.

Next week there will be shown on this page a splendid photograph of an E. B. Eddy paper bag specially made to hold an automobile.

EDDY'S

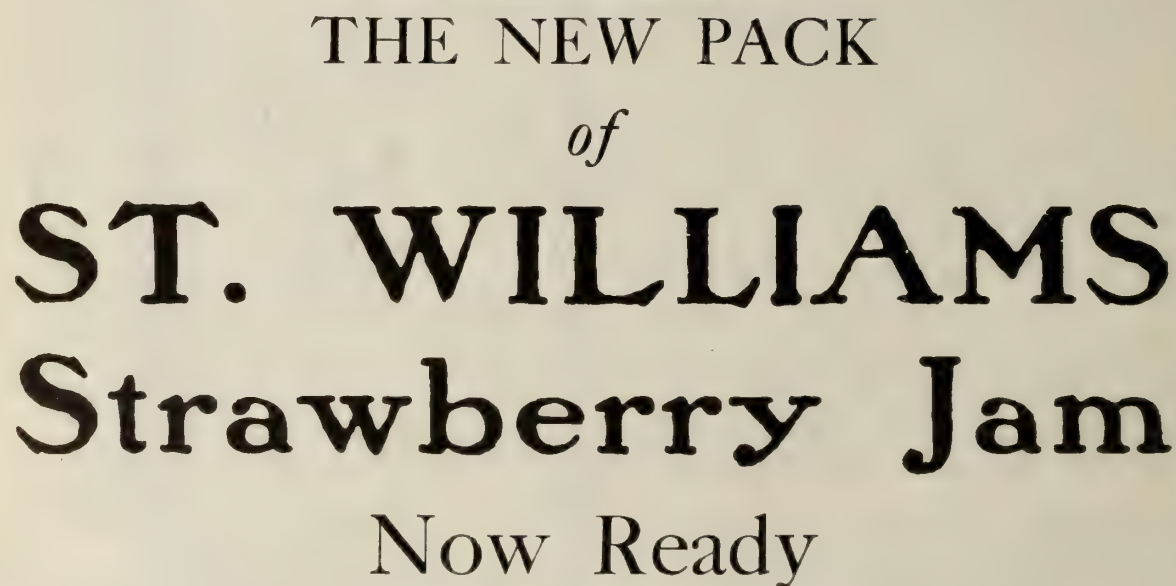


SELF-OPENING, BOX-SHAPED

GROCERY BAG

Watch for articles in this series describing the making of Eddy paper bags





MACLURE & LANGLEY, Limited
Montreal TORONTO Winnipeg

There's
rare
Goodness
in the New



The
Golden Flakes
in the
Golden Package
are made by our
New Process
W. K. Kellogg

NOTE CAREFULLY

Toasted Corn Flakes

and all other products made by

W. K. Kellogg

at Battle Creek, Mich., and Toronto, Can.
are always protected by the

WAX-TITE

Moisture Proof Wrapper.

Kellogg's Dominion Corn Flakes in

THE GOLDEN PACKAGE

with the WAXTITE wrapper is your guarantee that you
are giving your customers the only Corn Flakes made
in Canada that can be truthfully called

Kellogg's

It seems like locking the stable after the horse is out to have an inefficient refrigerator while the rest of your store is up-to-date.

INVEST IN A

EUREKA

FOR THIS WOULD

Be an investment with sure returns. Ice saved and foodstuffs kept in their best condition.

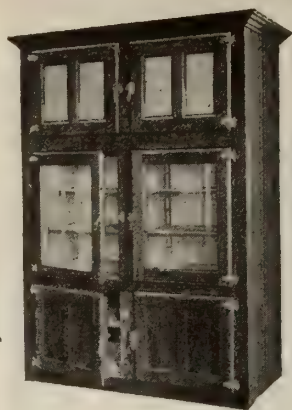
All Eureka's equipped with Eureka patented cold dry air circulation system.

WRITE FOR CATALOG. WE HAVE A EUREKA REFRIGERATOR TO SUIT YOU.

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Montreal, Hamilton, Halifax



No. 188, No. 19
Eureka Grocer's Refrigerator

MR. GROCER! Are Your Accounts Up-to-Date ?

The completion of the European war means economy and system for the foundation and reconstruction of your business if same is to be carried on successfully.

The grocers using our system vouch for the labor, time and money saved.

Accounts handed to a charge customer at a moment's notice.

Our security envelope file-check system keeps accurate accounts.

Are you interested in putting your business up-to-date?

Write for catalogue illustrating and describing same.

SECURITY ENVELOPE FILE-CHECK SYSTEM

29 Ontario Street

STRATFORD, Ont.

Copyrighted.

Our advertising to your customers has made DEL MONTE the best known and most-called-for brand of canned fruits and vegetables in America, and, therefore, one of the most profitable to the dealer.



Salesmen Wanted

Men who have worked up a connection with the trade are far more valuable to you than inexperienced men. The way to locate them is through your trade paper, because wide-awake salesmen read it. When in need of salesmen use the Want Ad Page; the rates are 2 cents per word first insertion and one cent per word for each subsequent insertion, a charge of 5 cents extra is made for Box Number to cover cost of forwarding replies.

Representatives

required in every Province of the Dominion of Canada to sell the famous Purity Brand Syrups and Molasses. Write or wire us for information.

QUEBEC REFINING CO.
29 William St.,
Montreal, Que.

1919 Pack Now Ready

WETHEY'S Pure Strawberry Jam

has been rightly named "the consumer's delight"

**The
Wethey
Label
Perfects
The
Table**

*Order from your Jobber
or write us direct*

J. H. WETHEY, LIMITED

St. Catharines, Ontario

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER



HOPS.

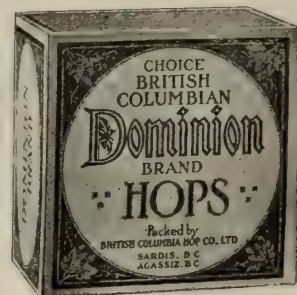
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.

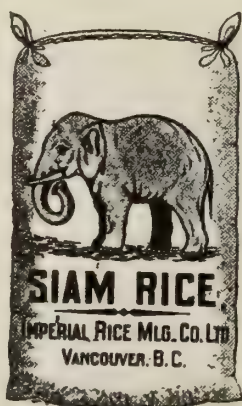
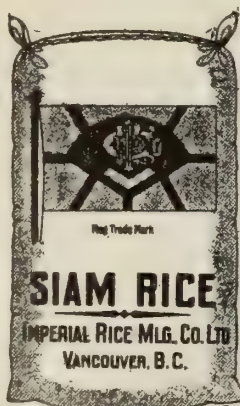


Largest Hop Growers in Canada

Write for Prices—Samples

Imperial Rice Milling Co., Ltd.

VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
market to-day.

SNOWCAP PILCHARDS



Delectable
and
Dainty
Hand
Packed
BY

**The Nootka
Packing Co., Ltd.**

NOOTKA, B.C.

Packed in 1 lb. Talls
and 1-2 lb. Flats.
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents

VANCOUVER, B.C.
Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian and Oriental Produce
SALMON BROKERS
DOMINION BLDG. VANCOUVER

Little Bros. Ltd. VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY MANUFACTURERS AGENTS

Can sell, and if required, finance one or two additional staple lines for
British Columbia Territory
Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

SAY YOU SAW IT IN
CANADIAN GROCER



ALBATROSS BRAND
TRADE MARK
CLAYOQUOT SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

**FRESH
BRITISH COLUMBIA**



PILCHARD
(IMPORTED CONTENTS AS ABOVE ASSIGNED)

DIRECTIONS.
WHEN REQUIRED
HOT PLACED IN
CANS BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

Watson's

**FISH PASTE
in 4 oz.
GLASS JARS**

**BLOATER
ANCHOVY
SARDINE
SALMON**



Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**Wholesale Grocery Brokers**
Commission Merchants410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us.

Correspondence Solicited. Established here 1900.

GEORGE ADAM & CO.**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.**WINNIPEG, MAN.**

Correspondence Solicited

C. H. GRANT CO.Wholesale Commission Brokers and
Manufacturers' Agents

810 Confederation Life Bldg., Winnipeg

We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at

Regina, Saskatoon, Calgary, Edmonton

Joseph E. Huxley & Co.

Wholesale Grocery Commission Agents

WINNIPEG**CANADA****Macdonald, Adams Company**

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada

502 Avenue Building, Winnipeg

The McLay Brokerage Co.Wholesale
Commission Merchants and Brokers
Write Us Regarding Your Account**Winnipeg**

See Page 72 of this Issue,
it will interest you. It has
helped others, it may help
you.

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER****ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND**

Canada Food Board License No. 6—450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.

WINNIPEG

and

Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN CANADA



The House of Scott-Bathgate Co., Limited

Founded on Service, Integrity and Reliability. Have an organization equipped to introduce your products in Western Canada.

Manufacturers should write us.

Address

140 Notre Dame Ave. E., Winnipeg

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta. Our staff calls on wholesale trade and does detail work.

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty

Storage and Forwarding

Prompt Service

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN

Free and Bonded Storage
5 floors—60,000 sq. feet.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

Mention Canadian Grocer when writing to advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

LOGGIE, SONS & CO.

Merchandise Brokers and
Manufacturers' Agents

Grocery, Drug and Con-
fectionery Specialties

Foy Building, - 32 Front Street
TORONTO - ONTARIO

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

Established 1889
HOWE, McINTYRE Company
Grocery Brokers, Importers and Manufacturers' Agents.
91-93, Youville Square,
MONTREAL CANADA

J. C. THOMPSON COMPANY

Brokers and Commission Agents

Montreal, P.Q.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

MANUFACTURERS

We want Agencies for Food Stuffs

FOR QUEBEC PROVINCE

References: Royal Bank

NAP. MORRISSETTE

18 Jacques Square MONTREAL

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

The Grocer of to-day must keep in close touch with market prices. If you are a reader of **CANADIAN GROCER** you will be better able to carry on your business.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Canadian Grocer, and let it assist you in filling your needs.

Mention this Paper When Writing to Advertisers

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in **CANADIAN GROCER**.

If you wanted a blacksmith, we wouldn't recommend **CANADIAN GROCER**, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of **CANADIAN GROCER**.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

Answer with name. Don't say "Hello!"



When you answer the telephone by saying "Hello?" it causes delay in service, with a possibility of turning away customers.

How much easier it is to answer with your own name by saying, "Mr. Elliott speaking," or better still "Scott & Co., Mr. Elliott speaking."

By answering at once with your own or firm name you save time and annoyance, and reduce "line's busy" to the minimum.

The Bell Telephone Company
of Canada



Put up in glass jars, attractively labeled, one dozen to a box. A 25% profit.

For That Dominion Day Picnic

Scotch Snack makes the most delicious sandwiches and should be included in every picnic lunch basket.

Have your stock well to the front immediately prior to the holiday. A little card reminding your customers of "Scotch Snack for Sandwiches" will pull results.

We guarantee the sale

ARGYLL BUTE, 637 St. Urbain St., MONTREAL

Ontario Agents—Walter G. Bayley, 20 Front St. E., Toronto. Phone Main 2226
Western Agents—Watson & Truesdale, Winnipeg

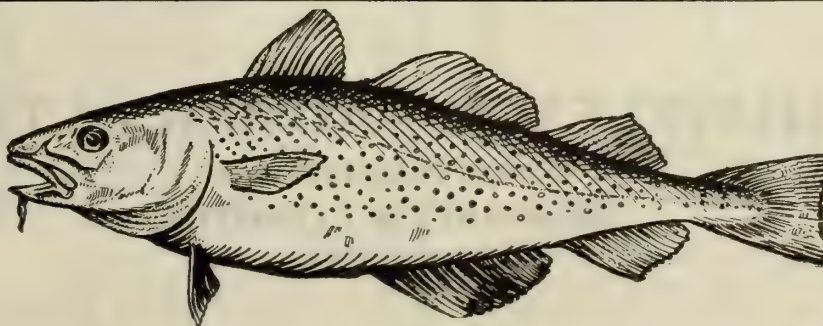
"PRIDE OF CANADA" PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada



Shad

Gaspe

Salmon

Mackerel

Our prices are the lowest. Prompt attention, best services. Always patronize the old and reliable headquarters

Established 1874

D. Hatton Company

MONTREAL

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

SUMORE

The Perfect Peanut

PACKED IN TINS

ASK YOUR JOBBER

OR

Montreal Nut and Brokerage Co.

30 and 32 Jurors Street, Montreal, P.Q.

LOGGIE SONS CO., Agents, TORONTO

VOL-PEEK 15¢

MENDS HOLES IN
POTS & PANS IN
TWO MINUTES
WITHOUT TOOLS



Vol-Peek stops leaks in all kinds of kitchen utensils, such as Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Note the absence of tools. Can be applied by the finger. A feature that induces the housewife to purchase. Vol-Peek is being advertised all over Canada. Every home needs it. Our attractive display stands suggest sales on sight. Write for it to-day. Contains 24 packages, \$2.25, 60% profit.

At your jobbers or direct.

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and operating Vol-Peek Mfg. Co.)

Wantmore PEANUT BUTTER

The Finest Spread
for Bread



A delicious line. Made from selected hand-picked, blanched peanuts.

Healthful, nutritious and palatable.

Physicians recommend it for children.

When you sell a customer one can of WANTMORE Peanut Butter you will sell her many more.

Its goodness will keep it repeating and you make a good profit on every sale.

Ask your jobber for it, or write direct to us.

R.L. Fowler & Co., Ltd.

Manufacturers

CALGARY

SASKATOON

REGINA

License No. 15-241

CANE'S WASHBOARDS



DIAMOND
KING GLASS
FACE

The Life of a Washboard

is the life of the rubbing plate. That's why such care is taken in the selection and handling of materials for the rubbing plates of Cane's Washboards. They'll give longer service than any other.

Your jobber carries these "Cane" washboards:

- Diamond King—Glass rubbing plate.
- Improved Globe—Zinc rubbing plate.
- Original Globe—Extra heavy back, zinc plate.
- Western King—Enamel washing plate.

The frames and backs of these washboards are made of selected, clean, white basswood.

Ask your jobber, too, about other Cane lines, including Pails, Tubs, Clothes Pins, etc.

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Keep Your Stock Spotless

THERE is no feature of your store service more important than the cleanliness of your merchandise. All customers prefer to trade with the cleanest store. You cannot keep dust out of your store, but you can effectively control it and keep it off your goods by using—

STANDARD Floor Dressing

When you use the old-fashioned duster you merely displace dust, whereas Imperial Standard Floor Dressing definitely *lays* and *holds* 90% of all atmospheric dust. Dust cannot rise where Imperial Standard Floor Dressing is used.

Imperial Standard Floor Dressing cleans and preserves the surface of wood, linoleum and oil cloth. A single gallon suffices for 500-700 square feet of space and lasts for several months. It may be applied with an ordinary floor sprayer.

Imperial Standard Floor Dressing will not only help you to keep a brighter and more attractive store, but it will also bring you a new source of business. Your store and stock will demonstrate to neighboring merchants its cleansing, dust-preventing qualities, and they will want some, too.

Imperial Standard Floor Dressing is sold in one and four-gallon cans, also half-barrels and barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

GOOD
BUSINESS
FOLLOWS GOOD VALUE

"SALADA"

TEA

The value is incomparable
The sale is irresistible

26 MILLION
PACKETS
ANNUAL
SALE

Sold all over
Canada, United States,
West Indies
and
South America

Sealed packets only
**BLACK,
GREEN,
or MIXED**

Went to War

The Government took it all for the boys in the trenches---one hundred million cups of it. The firing line had to have the best. Now that the war is over---your grocer has it again.



Back from the War

HOME AGAIN

On the Market since 1909

At the Front since 1914

G. Washington's REFINED Coffee

CANADIAN SALES AGENTS:

Grocers' Specialty Company, 167 William St., Montreal, Canada

Why Did We Let Trotzky Go?

THERE was a time when Canada had it in her power to end the war. In the early days of the Russian Revolution a bushy-haired German was taken off a boat at Halifax and interned at Amherst, N.S. He pretended to be a Russian but was known to be in German pay—on his way to push the revolution—British and American Intelligence Officers so informed our authorities. But pressure was brought to bear and the man was finally released. He got to Europe and became the most sinister figure among the Bolsheviki. Largely as a result of his work, Russia dropped out of the war and Germany was able to fight on for eighteen months. That man was Leon Trotzky. His real name was Braunstein.

Why was Trotzky allowed to leave Canada?

Colonel MacLean discusses this question in the June issue of MACLEAN'S MAGAZINE. He tells the story of Trotzky's activities, of his arrest and subsequent release in full detail, tracing the threads of a strange intrigue from Germany to Washington, and Washington to Ottawa. It is a gripping story, the most important inside story of the war.

Other National Features of This Issue

"Victory Stuff" By Robert W. Service.

"Hobson's Hard Start" By William Byron.

"Solving the Problem of the Arctic"

"The Menace in the South"

By Vilhjalmur Stefansson.

By Agnes C. Laut.

"The Gold Wolf" By W. A. Fraser.

"The Undercurrents" By J. K. Munro.

And a score of other interesting articles.

Secure YOUR Copy EARLY--While Supply Last

Over a Quarter of a Million Canadians Will Read
MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

20c. — June — 20c.

ON SALE AT ALL NEWSDEALERS

Stick this on your window

The Best Way To Make "Iced" Tea

This recipe is taken from a book published by the Indian Tea Association with headquarters at London, England.

"Use a QUARTER more tea leaves than for hot tea. Pour on BOILING water and allow to steep not more than FIVE minutes.

"Pour the liquid off the leaves into another pot or jug and allow to cool GRADUALLY. NEVER use any artificial means of cooling till the time for serving comes.

"Then pour into glasses, and add a slice of lemon cut very thin and a little crushed ice to each glass.

"Note that the tea must be made some THREE hours before it is required to be served in order to allow of its being naturally cooled."

Don't use a cheap tea for iced tea. Poor tea is even more noticeable when "iced" than when hot. A good, vigorous, richly-flavored tea, consisting chiefly of the ASSAM teas of northern India --- in other words,

Red Rose Tea

---is very satisfactory for this purpose.

KEEN'S OXFORD BLUE

Show Keen's in your displays
—keep it where the housewife
will see it.

She knows Keen's and only
needs to be reminded that you
are selling it.

Keen's Oxford Blue is always
a seller, but especially during
the Warm Weather and Holi-
day Season.

Keep well stocked.

MAGOR, SON & CO., LIMITED

191 St. Paul St. W., Montreal

30 Church St., Toronto

(Canadian Agents)



*One of these good looking Counter Stands will keep
your stock of Keen's moving.*



Hand Out a Bottle of Abbey's

when a customer asks for a good Effervescent Salt
—or for a Saline—or something for a Headache,
or Bilious Attack, or an upset Stomach, or Con-
stipation, or a general Run-Down condition of the
system.

Grocers have found out that it pays, and pays well, to handle
Abbey's Effervescent Salt and recommend it to their cus-
tomers.

Our big display advertisements in the papers and win-
dow displays are constantly reminding your customers
of Abbey's Salt. Get the benefit of this by stocking and
pushing ABBEY'S.

The Abbey Effervescent Salt Co., Montreal

Abbey's EFFERVESCENT SALT

CANADIAN GROCER

Vol. XXXIII.

TORONTO, JUNE 13, 1919

No. 24

Fruit Conditions Not Too Promising

Small Fruits, Except Currants, Show Only Small Acreage—Cherries and Plums Very Light—Peaches Show Heavy Loss, But Will be Average Crop—Apples Through Canada Generally Give a Very Fine Showing — Winter Varieties Should be Plentiful

WITH the arrival of the first shipments of Canadian-grown strawberries on the market, the fruit season may be said to have started. Early arrivals of Canadian berries sold at 40 to 50c a box. While this fancy figure was the result of the novelty of the offering, it gives some indication of the prices that may be expected this year.

In considering the situation it is well to remember that the world is faced by a widespread shortage of small fruits, and that products will be in great demand, so that not unnaturally there has been an unusual eagerness on the part of canners and jam manufacturers to secure adequate supplies of fruit, and they have contracted at figures that will set a pace for all the other buying of the season. Generally speaking through the great Ontario strawberry belt, stretching from almost Toronto to Niagara, there will be a very heavy yield for the acreage. Unfortunately, however, the acreage is abnormally light. The past two winters have been very hard on the strawberry vines, last winter owing to the small amount of snow, the ground in many places was sprung, and dislodged the plants, while during the previous winter there was a very heavy winter killing. This in conjunction with the abnormal difficulties in getting the fruit picked, has discouraged a good many growers, and the acreage set out in strawberries has been allowed to decline, so that despite the fact that the vines are bearing heavily there will be no heavy output.

Heavy Cannery Demand

Then again there is the heavy cannery demand. Around the Clarkson and Bronte section berries are being contracted at 17 cents a box, crates and boxes returned, but the growers are not eager to take this figure, believing the open market will be much better. In the Beamsville and Jordan section of the Niagara district, berries are being contracted at 20 to 25 cents. It is fairly

readily seen, therefore, that cheap berries, even moderately cheap berries, are not within the realms of possibility for more than a passing day.

In the Niagara section the movement of berries will be well advanced during the recent week, with the next week being the big week.

In British Columbia and the Maritimes the strawberry crop is also very considerably below normal.

Raspberry Crop Short

In the case of raspberries, about the same conditions prevail, splendid crop prospects, but a small acreage. Here again winter killing during the past couple of years has been largely responsible for the condition. In the case of raspberries, too, very high contract figures are being offered to the growers, and there is here again little likelihood that any fruit will be available on the market at much, if any, under the 25 cents a box figure, and if the contracting has been as extensive as appears possible, they may not reach this figure.

Fortunately there is a heavy crop of currants of all descriptions, and these should be available at somewhat more reasonable figures.

The cherry crop in the Niagara district is a practical failure. Sour cherries are very light, and the sweet cherries have been attacked by some kind of a blight. About Clarksons, Bronte, Burlington, and Oakville, the situation is very much better, there being a very fair promise, especially in sour cherries, which are the chief varieties in this district.

Plum Crop a Failure

The plum crop that a brief while ago promised very well, is failing in that promise, and there appears every reason to believe that there will be only a light crop of plums. This applies to practically all varieties. There seemed to be a fairly heavy setting after early unsatisfactory conditions, and it was hoped that there would be a good crop, but the June

drop proved to be a serious matter, and practically without exception all varieties of plums will be a light crop.

Peaches Will Show Normal Supply

In regard to peaches, here again the situation is far from encouraging. The early promise was for an exceptional yield. The blossom was probably the heaviest in years, and there was a very fine set of fruit, but later on the fruit was attacked by leaf curl, and since then it has been dropping steadily. Some varieties are more seriously affected than others, notably the Elberta, the great canning peach. Some other varieties, such as the Early St. John, have not suffered so much, but there has been a certain percentage of loss in all varieties which will preclude the possibility of a high crop. It will, indeed, only show a fraction of its early promise.

Despite this fact, however, it is not to be understood that the crop will be a complete failure, even under present conditions there will be a material improvement over the conditions of last year. There will be a fair average crop of peaches, as matters now stand, providing that conditions do not grow worse before the harvest season.

Pears will show a very fair crop in all varieties. Grapes also will, it is expected, show up well and will represent a good average crop.

In regard to tomatoes, varying conditions prevail. Such growers as were able to get their plants in have succeeded fairly well, but the persistent rains, and later the excessive heat, has prevented planting in many instances, so that some growers have not yet got the plants into the ground. This, of course, will make them very late, and add materially to the danger of frost catching them in mid-season.

The canners have been contracting tomatoes at 50 cents a bushel, which is a very fair purchase price.

A Cheering Prospect for Apples

The apple prospects are much more promising than in other lines of fruit. Nova Scotia reports a very heavy bloom, and with the growers devoting more care to their orchards in expectation of a good export market, there are prospects of a very heavy crop, with the exception that in some sections the Spy and Ben Davis crop is light, while in others the Duchess and Wealthy are a practical failure. On the whole, however, there is little doubt that there will be a big yield. Prince Edward County reports a prospect for a bumper yield, while the Cobourgh and Oshawa sections promised a yield far in advance of last year.

Western Ontario Somewhat Light

Western Ontario is hardly in as good a position. Lambton County has a light bloom on the Baldwins and Russet, but Greenings and McIntosh show a full bloom, and the general crop will probably be about average. Middlesex County promises a 50 per cent. yield in Spy, Baldwin, and Greening, and 100 per cent. in Kings, Duchess and Ben Davis. Oxford County will have an 80 per cent. yield of winter varieties, but fall varieties are reported very light. Elgin County reports a prospect of less than a half crop, while Norfolk will have about a 70 per cent. crop. In Halton County there is a very good prospect, while the Georgian Bay district will be about on a par with last year.

Average Crop of Winter Varieties

The Province of Quebec suffered from a very serious winter killing two years ago and the effects are still being felt. There is a promise of an average crop, however, in Fameuse, McIntosh, Alexander and Russet, with the Duchess, Wealthy, and St. Lawrence being light to medium.

Vancouver Island Will have heavy Yield

British Columbia gives promise of a very heavy yield. Especially is this the case in the Okanagan Valley, which is expected to show a 50 per cent. increase over last year, due to a particularly heavy crop of Jonathan, Wealthy and McIntosh, which were light last year. Vancouver Island promises a heavy crop of all varieties except Jonathan and Newtons, which are somewhat light. The Kootenay Valley also reports a heavy setting of fruit, while the Creston district reports a medium to heavy bloom of winter varieties, and a fair to medium promise for fall fruit. The situation in New Brunswick and Prince Edward Island is as yet somewhat uncertain, but they do not affect the general market to any extent, so that generally speaking there is a very promising outlook for apples during the coming year.

Some time between 12 o'clock on Saturday night and Sunday morning the store of Wm. Hill, corner Colborne and Dundas Sts., Oakville, Ont., was entered, and approximately \$50 worth of cigarettes, tobacco, pipes, etc., stolen, also about 75 coppers. Entrance was made by prying up a window.

What About Dried Fruit?

A Great Uncertainty Regarding the Future of Dried Fruits, Especially Raisins—Keen Demand Expected

THERE has been a great deal of interest and a good deal of uncertainty regarding dried fruit products this year.

In practically all lines of dried fruits there are each season two sets of opening prices, those of the association of the growers of each fruit and those of the independent packers. As to most of the varieties, the associations control the biggest part of the dried pack, but the independent packers handle a sufficient percentage to make their competition a matter of importance to the associations, and perhaps also to the consuming public.

Right now the raisin and prune situations are of the greatest import to the jobbing trade. The associations in these two lines have not announced their opening prices and are accepting orders only at prices which will be named later. On the other hand, the independent packers have announced prices and booked business. Since the independents do not control the bulk of the output, however, the opening prices of the associations are the ones that will affect the largest part of the buying and the buyers.

It is stated that the Raisin Association has spread the news throughout the trade that it will name opening prices enough lower than the independents'

prices to make it worth while for the jobbers to hold off until such prices are named, the reason being given that the association wants to keep prices as low as possible in order that the consumer may benefit, and that raisins may not become a luxury.

There is some hesitancy in accepting this rumor, however, owing to what happened in the apricot deal. Many of the apricot jobbers did hold off, awaiting the opening prices of the association. When they came these prices were considerably higher than those quoted by independents earlier in the season. Those who held off, waiting for the association, feel, of course, as if their waiting had cost them money, although it is admitted that if everyone had bought or tried to buy from the independents their prices would have advanced sharply.

This is the condition that is worrying buyers in the raisin deal.

The opening prices on raisins quoted by the independents have advanced since the opening. Thompson seedless, for example, opened on a 12c basis for 25s and are now up to 13½c. Other descriptions went up in proportion.

The coming crop of raisins will be a large one, but the demand will also be large and present indications are that it will be oversold.

Record Purchase of Californian Beans

Californian Holdings Curtailed One-Half by One Purchase, and Negotiations Pending for the Balance—Removal of This Surplus Will Unquestionably Have a Decided Effect on the Market

THE forecast in these pages a week or so ago, regarding the probable increase in bean prices owing to exceptionally heavy buying of present

available stocks, is borne out by the announcement of a record purchase of Californian beans. Already fifty per cent. of the white bean stocks in California have been purchased by a large Eastern exporting house, and negotiations are under way for the purchase of the balance of the stocks of white beans in California from the California Bean Growers' Association, and negotiations are being carried on for the balance. In view of the fact that more than 80 per cent. of the available stocks of the United States are held in California and that the new purchases are for export, it would appear, say the trade, that very material advances in beans might be looked for in the near future. It is stated that this deal meant an outlay of \$3,500,000.

MANITOBA R.M.A. CONVENTION POSTPONED

Owing to the unsettled labor conditions in the West it has been thought advisable to postpone the Manitoba Retail Merchants' Association Convention which was to have been held in Brandon the middle of this month.

The Convention date has, therefore, been changed to August 12. There has been no change made in the programme, however, and it will be carried out as arranged.

Understanding Means Better Business

"NO, I don't sell much macaroni—wrong neighborhood, I guess—customers haven't any use for it."

I was talking with my neighbor, who had a grocery store not very far from my own shop, and with whom I was on friendly enough terms to discuss some of our mutual problems.

"Ever use it yourself?" I asked.

"Once—wife made a pudding of it—never again."

That little snatch of conversation set me thinking. There were so many good authorities saying that macaroni was one of the best and most appetizing of food products that there must be truth in the statement. But my neighbor couldn't sell it, and for the matter of that neither could I.

A Lack of Knowledge a Dangerous Thing

I hadn't thought before why it was that I couldn't. But my friend's evident personal disapproval gave me the hunch that it probably wasn't anything wrong with the product, but something wrong with the selling method. If my friend didn't like it, the chances were at least even that it was because it had not been properly prepared. Chances were also that our customers did not know any more about it than we did. Which was certainly reason enough to account for its slow sale.

Now I had quite a lot of money tied up in these goods. Not perhaps enough to cripple me—but enough to make the sledging considerably harder—and it worried me. Then it happened one day that a traveller for a macaroni house dropped in, and suggested that I come and visit the plant and see something of how macaroni was made. That seemed a good idea and I decided to try it. The manager took me around, showing me every process and explaining them fully, calling my attention to the quality of the raw materials, and the cleanliness of the process, and on leaving he gave me some pamphlets with some statistics regarding the food value of macaroni.

That visit made me see some possibilities that I had not seen before. On returning home I told my wife what I had seen, and interested her in a scheme for building a sale in this line.

Getting Some Pointers About the Product

We searched diligently through a standard recipe book for recipes. The more promising of these were tried out in my own kitchen, where they met with immediate favor. I felt then that I was now in a position to push the sale of macaroni intelligently.

Passing on the Knowledge

I put in a window display, using both packages and loose macaroni, besides several dishes of macaroni cooked in dainty and attractive ways. To these latter I attached cards showing approximate cost

Did it ever cross your mind that selling groceries is just like a University examination? You can't do it without information. Selling is becoming less and less a chance, and more and more a science. The successful man is the man who knows, and knows intimately the products that he sells. Here is a story, an actual story, of what a little knowledge meant in the sale of one product.

By a Practical Grocer

and food value, as compared with meat and fish. The exhibit brought numerous inquiries as to the preparation of the various combinations used in display. I had also samples in glass jars on the counter, which were used to illustrate my selling talk. The great majority of my customers decided to give it a trial.

Made Sure Purchaser Understood

I was always careful to find out if the buyer understood how to prepare it, and if she showed any hesitancy I gave her

the opportunity of looking over the recipes which we had tested, duplicates of which I kept at hand. Many housewives availed themselves of the privilege of making copies. Within a short time there was a brisk demand for the goods and within the year I had increased my sales in this line alone five hundred per cent. Not only that, but I found other lines which were used in combination with macaroni were increasing rapidly in output.

Now this increase in sales was not the result of any change in the goods, for they were identically the same, nor were they the result of any greater wish to sell these goods. With that lot of macaroni decorating my shelves, and the knowledge that there was plenty more of it out of sight, I was eager enough to make a sale, you may be sure. No, it seems to me, in thinking it over, that this better business was the result of a greater confidence in the goods, a confidence born of understanding. This is an individual instance, but I for one am convinced that the live merchant who is willing to study his goods, and who makes a point of stocking the character of goods that he can be proud of, can sell anything that he wishes to sell.

York Trading Co. Presents Case Before Commission

Claim That Wholesalers' Association Has Discriminated Against Them—Wholesalers Maintain Their Position, and Go to Ottawa Wednesday, to Answer to the Commission

W. J. PARKES, 472 Bloor Street W., was called before the High Cost of Living Commission at Ottawa, on Monday the 16th inst. He is a member of the York Trading Co. He told CANADIAN GROCER that the Wholesale Grocers' Guild had refused to admit the York Trading Company to its membership, and had so told the commission. He spoke of the way in which the investigation is being conducted, and believes that it would result in good to the trade. According to the evidence being brought out, Mr. Parkes stated the retailer is complaining that while their profits are considerably lower than they were before the war, the manufacturers and wholesalers still continue to make good profits.

Claims Some Privilege Curtailed. . .

The retailer could no longer, as he used to do, purchase direct from the manufacturers, because the Grocers' Guild had put on the screws, and would not allow the manufacturers to sell direct to the retail trade. Robert Dawson, of Toronto, also complained of the way the York Trading Co. had been refused recognition by the wholesalers' association. As

a result of these remarks the officials of the association were required to appear before the commission.

A. C. Pyke, secretary of the Wholesale Grocers of Ontario, in speaking to CANADIAN GROCER in regard to the assertion that the Wholesale Grocers' Guild was a closed corporation, and refused to admit the York Trading Company within its ranks, denied that such was the case. The Guild had not, he pointed out, refused admittance to this company. As far as the manufacturers declining to sell goods to this company, Mr. Pyke believed that the manufacturer recognized the wholesale grocer as the real distributor of his goods, and that is why he did not sell direct to the retailer, and they were not entirely convinced that the York Trading Company was distinctly wholesale in character, and until that point was definitely settled they did not believe that it was fair to the general run of retailers to give this company, whose membership was entirely composed of retailers, a preference over other buyers. "Everything is open and above board in connection with the Wholesale Grocers' Association," Mr. Pyke reiterated, "and I am not aware

that the York Trading Company has been refused admittance to its membership."

Ready to Give Every Assistance

"We did not refuse to appear before the commission, as the newspapers have stated," continued Mr. Pyke, "as a matter of fact we did not receive our notification to appear on Monday morning in Ottawa until Monday afternoon. W. P. Eby, the president of the association, and myself will be in Ottawa on Wednesday, taking with us all the books of the association. We are quite willing to

give all the information we have that will assist in the investigation. We have absolutely nothing that we desire to hide. We are not trying to shut out any legitimate wholesaler from the association; we are in fact anxious to have them as members, but we want to assure ourselves that we are justified in admitting them before we take any steps in that direction."

H. P. Beckett, of W. H. Gillard & Co., Hamilton, and Hugh Blain, of Eby-Blain & Co., Toronto, also appeared before the Commission on Wednesday.

Sells 20 Cases Summer Drinks a Week

This is New Business With the Store—Catches the Passing Automobile Trade—Fruit and Chocolates Also Profit by This Trade

UNTIL this summer, McCullough and Marshall, Main Street, Brampton, had never stocked soft drinks. Results up to the present have been very gratifying, and this firm look upon this line as a very profitable one. Indications point to a very successful season in soft drinks, and from now they will be a permanent line in the McCullough and Marshall store. "Since the advent of the warm weather, we have been selling twenty cases a week," Mr. McCullough told CANADIAN GROCER. "We are very well satisfied, for a beginning, and with a hot summer possibly ahead of us, we look to do an enormous trade in these drinks."

This firm has been situated in its present premises only since last October, and Mr. Marshall told CANADIAN GROCER that he believed the change had been very beneficial to the business. It is rather a peculiar instance of the value of a proper situation, and Mr. Marshall is of the opinion that a great deal of the success of a business depends on where the store is situated. "We cater to a very large amount of what might be called 'catch trade,'" he said, "and this feature of our business has certainly expanded since moving to our present location." While this might seem an exaggeration of the value of a suitable location, when it is considered that their former place is not a stone's throw away, but on another street, diagonally opposite to their present premises, yet it is a proven fact, Mr. Marshall states, that business has grown, since their removal.

A great many motor parties pass through Brampton, on their way to Owen Sound, Kitchener and Stratford. Mr. Marshall too, has seen a few parties from as far as Chicago, motoring to Toronto, and eastern points in Ontario. Invariably he states, these people are good customers for fruit, chocolates, and very often for some lines of general groceries, particularly if they are carrying equipment for the preparation of light meals. The firm always has a fine stock of fresh fruits and vegetables, and a large silent salesman in the front of the store displays a full array of choice

chocolates. In their present store, this trade first strikes them. Both Mr. Marshall and Mr. McCullough believe that a great deal can be accomplished in the way of building up business by the proper display of goods. Mr. Marshall makes the best possible use of the front window, and just at present it is very attractively arranged with summer goods. The firm also uses the daily paper, and through the medium of their weekly advertisement reach a good many people. Competition in Brampton is very keen, not only because of the fact that there is a considerable number of good stores there, but one of Toronto's large

department houses has a daily delivery out there during the summer months.

SHOULD SEND GROCERY TRAVELLERS TO JAPAN

A. E. Bryan, Canadian Trade Commissioner at Yokohama, Japan, in a recent communication, urges the advisability of catering to the Japanese grocery trade before that trade is definitely established elsewhere.

"Wholesale grocery travellers from other countries," he states, "come out once a year or so to show their various brands. They bring their samples with them, and quote right on the spot. So far as the writer is aware, there has never been any Canadian wholesale grocer or traveller come to Japan for this purpose. To-day, when I was in one of the stores, an American traveller had about half a dozen large trunks open, and was displaying as well as taking orders for the various lines which he carried. Everything looked attractive, and he did some good business. This should be done by Canadians. Fish packers should combine for export and should send a traveller out once a year who would carry their goods, as well as perhaps a general line of Canadian groceries. Nothing can be done here without samples and prices f.o.b. Vancouver, or preferably c.i.f. Yokohama. Canadian packers should come out and study the market not only here, but in China, Korea and other eastern countries."

Fruit Sales Increased Tenfold

Bulk Display Has Proven a Most Successful Method of Stimulating Sales in Place of One Case Every Week or So—Merchant Now Sells Five or Six Cases Over the Week-End

FOLLOWING the suggestion as outlined in one of the advertisements in the CANADIAN GROCER recently, F. R. Bell, 1081 College Street, is achieving surprising results. The idea of displaying fruit in bulk in the window at the week-end has brought considerably increased sales, and he is an enthusiastic supporter of the plan of filling the window with oranges, or the particular fruit to be disposed of, and then drawing the attention of the passer-by by means of an attractive poster. Where two months ago he only sold a case of oranges in two weeks, he is now selling as many as five and six cases on a Saturday. Last week he filled one half of the window with oranges and the other half with Northern Spy apples, and the results were most gratifying indeed. Mr. Bell believes it more profitable to handle the very best brand of oranges obtainable and thus eliminate the possibility of any complaints following these special sales.

Mr. Bell has made a specialty of fruit, and last year, when groceries were inclined to sell a little slow he specialized in apples. In the fall, when the Snow

apples came on the market, he bought rather heavily but had little difficulty in getting rid of them, selling them in small lots at a profit that more than recompensed him for his investment.

Obtained the Assistance of the Small Boy

"I asked all the small boys in the neighborhood to bring me the fruit baskets that were lying around the house unused, and I paid them a cent a piece for them," he told CANADIAN GROCER. "These consisted of both six and eleven quart baskets. On Friday I would fill the window with baskets of Snow apples, with price cards on the same. In this way they proved a very ready sale, and it was not before the entire lot was cleaned up at a very gratifying profit."

Throughout the summer Mr. Bell handles fruit from the Niagara district on a very extensive scale. He has fairly large shipments sent him direct every day, and his stock is always in good condition. Displaying it attractively in the front of his shop, he sells readily to the consumer.

Criticism on Investigation Articles

"Canadian Grocer's" Reply—It Also Appears in June Issue of "Marketing" — The Dealer's Part in Creating Demand Outlined — Was the Evidence Manufactured?

RETAILERS and manufacturers as well as everyone concerned with the problem of distribution will be particularly interested in the following editorial, reprinted from the May issue of "Marketing," a paper for advertising men, published in Toronto, and CANADIAN GROCER'S answer to the points raised. This answer appears in the June issue of "Marketing":

AUTOCRATS OR AUTOMATS

"The grocer dictates what his customers shall buy. The customers' preferences cut little ice. Dealers decide as to the brands they shall carry, and this automatically makes the bulk of their customers users of that brand. Nonsense?"

"Well, that's what the 'Canadian Grocer' has been at great pains to prove for some weeks past. Taking up one product after another, examples are given, statements of scores of merchants quoted, to show that the grocer has no difficulty in inducing his customers to take any good brand. He decides which brand of corn flakes, or oats, or marmalade he wants to sell. Then when you ask for your favorite brand, or the new brand that you want to try, he easily satisfies you that you don't know what you want, and induces you to take something else 'just as good.' He is the real autocrat of the breakfast table. At least so we are told by the 'Canadian Grocer's' special investigator.

"Overlooking the obviously manufactured nature of most of the 'evidence' offered, we are naturally curious as to what good object is served with this sort of propaganda. That a good grocer is more than a mere automat, stands in a position of strategic advantage, and can help the sale of any specialty in which he takes an interest, is admitted.

"But that any grocer can flout the expressed preferences of his customers, and substitute 'in nine cases out of ten' as is repeatedly affirmed, is contrary to the best evidence. It is denied by the display shelves of any grocery-store you want to go into. Look for the most fly-specked, faded-out looking goods on the shelves, and they will be brands the grocer has been induced to buy on the strength of this argument.

"If the grocer is the autocrat the 'Canadian Grocer's' investigator makes him out to be, why was the R.M.A. brand of tea, and other packaged specialties, a failure? Why the difficulty in getting rid of brands of this and that, unknown to the consumer? Why does the grocer handle Heinz, Quaker, Kellogg's and the many other lines found in practically every grocery, when he is offered so many other 'Just-as good' competing articles at a lower price?

"The encouragement of substitution is questionable doctrine to be preached by any retailer's trade journal which seeks to advance his best interests."—From "Marketing," May issue.

CANADIAN GROCER'S Reply

In the May issue of "Marketing" you criticized in an editorial the series of articles in CANADIAN GROCER based on actual investigations in grocery stores, showing why retailers get behind certain brands of goods. We answer your points as follows:

You ask, for instance, why was the R.M.A. brand of tea a failure if the grocer is the "autocrat our investigator makes him out to be?"

Applying the principles outlined in the series of articles referred to, our answer would be that the R.M.A. brand of tea did not stay on the market because few retailers got behind the line. There were a number of reasons for this. Retailers felt that this tea did not have the quality, the flavor, the appearance,

etc., for the price. They were not sold on the line. They thought they were giving their customers better value and better satisfaction with some other line, and remember this brand was not put on the market with the approval of any large number of grocers. The men who put this R.M.A. brand on the market did not represent the opinion of 1% of the grocery trade in Canada. The R.M.A. brand had to stand or fall on its merits the same as any other brand. In fact, many grocers were prejudiced against it, as they did not think the R.M.A. should go into the manufacturing business.

Get Behind Them for Many Reasons

You also state that the majority of grocers stock Heinz, Quaker and Kellogg products because they are nationally advertised.

Retailers handle and push these products because they believe these goods have quality back of them and they stay sold. Retailers have not got behind them for any one reason. General publicity was found in some cases to be one reason, but it was only one. Other reasons are the knowledge of the retailer that the manufacturer is a reputable one and that he will continue to maintain the quality and character of his products up to a high standard; another is the appearance of the package, the appearance of the goods in them; still another is the personality of the traveling salesman.

It is such exaggerated claims as this that has caused many of the big advertising failures. Only the successful firms like Heinz, Quaker, Kellogg's, etc., are in the public eye; but for every success there has been a hundred failures, and mainly because someone has convinced a manufacturer with money that all he had to do was to advertise his goods to the general public and the dealer would then be forced to stock his line. There have been few advertising failures where the manufacturer has first sold the retailer and has made it a matter of first importance to keep the retailer sold.

Importance of Quality

In our series of articles there was no suggestion whatever that retailers should not sell nationally advertised lines. In fact, numerous instances were given where retailers were pushing sales of nationally advertised brands—but not for that reason alone. No brand of any line of goods will stand up on a market unless it is backed by persistent quality. In all our articles this point has been strongly featured—a point which you have evidently overlooked. Every retailer called on stated that he paid close

attention to quality, and this has been strongly hammered home with every opportunity.

Retailers who do not first make sure of the quality of an article are bound to have faded-out goods on their shelves. A number of prominent manufacturers have told us this is a most important point and that they have been very glad to see it gone into so carefully. The good retailer makes sure of the quality of his products before he stocks a line.

First-Hand Evidence

You intimate in your editorial the evidence we have presented is obviously of a "manufactured nature." A Montreal representative of CANADIAN GROCER was in the store of C. Schaprin, 243 Clark St., Montreal, discussing with him the selling power of the retailer when a traveler came in and entered the discussion as to whether customers always ask for goods by brand name, or whether the dealer in most cases selected the brand. It was suggested among the three that facts be permitted to talk for themselves and that they should all take note of the next ten articles asked for by customers. The result showed that two articles, a canned milk and a breakfast food, were asked for by brand name. Eight other articles—marmalade, coffee, margarine, canned peas, sugar, flour, canned tomatoes and bacon—were purchased without any suggestion of brand required, the merchant selecting the line he was pushing in each case. If you still consider this "manufactured evidence," I will be glad to go with the editor of "Marketing" and make a similar investigation.

The writer called on two of the best dealers in Brantford not long ago and discussed with them their cocoa sales. The first pointed out he sold altogether two or three brands of cocoa but by far the biggest sale was in one particular brand. By purchasing the one line in quantities he was able to get a better price and being sure it was a quality line, he knew the majority of his customers would accept it. Another grocer not more than 200 yards away had the bulk of his cocoa sales in a different brand. In fact apart from this, his sales were of a negligible quantity. He said the manufacturer had always maintained the quality of his cocoa and had co-operated with him through courteous treatment on the part of the salesman and by correspondence, by putting up an attractive package, by advertising the line nationally, and in other respects. He had sold this line for years because he felt

it was advantageous for him to do so from a monetary standpoint and knowing it would satisfy the majority of his customers.

In London, Ont., a retailer called on was pushing the sales of an entirely different brand from the other two. His reasons were pretty much the same as the grocers above mentioned. These retailers were Fred C. Harp and Forde & Co. of Brantford and J. L. Wyckoff, London, Ont. All the lines sold have been nationally advertised and are good standard brands on the market to-day. It remained for each retailer to select a brand which he got behind. We shall be very glad to supply you with the names of the brands in this case or in any other case in connection with any investigation. Does this look like "manufactured evidence?"

In the opening sentence of your editorial you use the word "dictates." This is obviously not the proper term. "Selects" would be better.

In the case of the cocoa investigation above outlined, ask yourself the question: "Do the customers of these three retailers decide on the brand each stocks in large quantities and sells or was the brand that showed the largest sale in each store selected by the retailer?"

With regard to substitution we have repeatedly pointed out that it is poor business on part of retailer to substitute for the brand asked for without the consent of the customer; but if a customer asks for a line which the merchant does not stock, that merchant would be considered a back-number if he did not attempt to sell a product he has in stock. He would not stay in business any length of time if he did not do this.

That is an entirely different case of substitution from sending a customer a brand other than the one asked for without first getting the approval of the customer. If, too, a customer asks for a particular brand and the dealer feels from his knowledge and experience that he can offer a better or more suitable article for the money, it is his duty to make the suggestion that that line be taken. Every progressive dealer knows it would be poor business to sell an article inferior to the one requested.

Frank Stockdale, lecturer and student on retail business topics, who meets retailers every day, has read the series of articles in CANADIAN GROCER and stated to an executive officer of our company he was in entire accord with them. He would not interpret them in any way as being opposed to national advertising. He also stated that if a merchant did not have the line asked for by a customer he would be a poor merchant if he did not try to sell him the goods he had provided he thought they would be suitable and give satisfaction.

Manufacturers, agency men and writers on advertising topics do not call on retailers every day as do the representatives of our business papers. The only way to get real facts—and it is real

facts we are all after—is by personally meeting the retailer.

Dealers Selects from Advertised Brands

You have overlooked the point entirely that where there are a number of nationally advertised brands of a particular line on the market, the retailer cannot stock them all. He must select a line he can buy in quantity and while in the majority of cases the line selected may be a nationally advertised line, yet the retailer must consider the merits of all, both advertised and unadvertised, and he will select the line which he thinks will give his customers the best value for the money and which at the same time will allow him a fair profit. National advertising can do a great deal towards getting co-operation of the dealer by taking the pains to keep him and his clerks informed regarding the merits of his goods

and also regarding the general publicity he is giving his goods.

The big point at issue in this whole series of articles has been whether the retailer should be a merchant giving advice and guidance to his customer, or whether he should merely be a warehouseman who would give delivery to his customers of the things they specifically asked for. The success of merchants who are looked upon as experts proves conclusively that customers want to deal with men who have a thorough knowledge of the goods they are selling.

Manufacturers and others interested in distribution want to get at the truth. We are giving real facts and instead of curtailing national advertising we believe our articles are encouraging it, because by backing it up with the co-operation of the dealer, national advertisers will secure better results.

Millers Fear Effect of Tariff Changes

Claim the Changes in the Tariff Will Give the United States Mills an Advantage That Will Cause the Strangulation of the Canadian Industry

REPRESENTATIVE officials of the milling industry are greatly perturbed over the proposed tariff changes as they affect wheat and flour. They contend that, should the proposed tariff pass unamended it would mean a serious blow to the Canadian milling industry. At the present time the trade is so hedged about by restrictions that even if it were passed the change in the budget would have no appreciable effect, but certainly the passage of the clauses of the tariff dealing with wheat and flour would presuppose that these restrictions would at least eventually be removed, and that the reciprocity provided for under this tariff would become effective. If this were the case, the result, in the opinion of prominent officials of the industry, could mean little else but destruction as far as the milling industry in Canada was concerned. The mills in Canada would simply have to be removed across the line in order to survive the competition that would result.

Tax on Essentials the Reason

The reason for this is simple enough. The tariff on bags, barrels, mill machinery, fuel, oils, and everything that is used in the milling industry, is still in force. It is a premium charge that the Canadian miller must pay. He must buy his grain on the same market basis because the American grain market and the Canadian grain market are on approximately the same basis, and he must sell, under the new tariff provision, at the same market price, but his mills, and everything that goes into them in way of running machinery and supplies, costs him the American price plus the Canadian duty. He is therefore shut out of the American market, and is at a disadvantage on the world markets to that extent.

The actual effect, it is stated, would be simply this: With the Canadian mills operating strictly at cost, the American mills, buying their materials, machinery, bags, barrels, etc., without any duty charge, could sell at the same figure identically as the Canadian mills, and show from 15 to 20 cents a barrel profit, which is all that the Canadian mills expect to make. With the reciprocity agreement in force, they could undersell the Canadian mills on their own ground. There is only one result to such a condition. The mills would have to be moved across the line where they could compete on an even footing, for, given this opportunity, they are confident of being able to maintain their present business.

THIS CUSTOMER DISAPPROVED OF CASH SYSTEM

Revenge, because Mrs. Joseph Froment refused to sell him a tin of tobacco on credit, is said by the police to have been the reason for an unknown individual setting fire to the grocery store of Jos. Froment, at 42 De Biencourt Street, Montreal.

Mr. Froment has laid a complaint with the police to the effect that on Saturday an unknown man entered his grocery store and asked his wife to sell him a tin of tobacco on "tick."

This she refused to do, and the man left in a temper, promising that she would "remember him." Yesterday, the man returned, and again asked for tobacco. Mrs. Froment, affrighted, went to call for help. When she returned she found one of the counters in flames. So far no arrest has been made in the case.

Claim Farmers' Co-operative Stores Menace Trade

**Merchants Are Opposed to the Growing Movement, Claiming
It Will Become as Powerful as Mail Order House—Some
History of the Yorkton, Sask., Store**

TO the visitor proceeding up town from the C.P.R. depot in Yorkton, Sask., there is an outstanding sign along the top and full length of a 120 foot brick building which catches and focuses his attention if he is interested in merchandising problems in Western Canada. The sign reads:

"Yorkton Grain Growers' Co-operative Store."

The store is one of the largest of its kind operated by farmers on the Canadian prairies. It is a purely local concern, with the stock all held by agriculturists around Yorkton. The shares were sold at \$10 apiece, and a limit placed on the number to be held by each shareholder, in order that the control of the store may not ultimately come into the hands of a few persons.

The firm invites business from all farmers, without regard to whether they are members of the Grain Growers' Association or not, and also sells to town trade, of which the manager states he gets a goodly share.

Farmers' Co-operative Store Menaces Trade

In this and in similar stores which are springing up over the West, retailers see a menace to their legitimate business which may soon rival the mail order houses as a competitor. It will be interesting, then, to hear how Yorkton merchants view this invasion of their field, and of the extent to which the store is obtaining a grip on trade. Here is the culmination in embryo of the Grain Growers' movement in Canada. In its larger field it has secured a firm hold on the grain trade of the West after fifteen years of ceaseless struggle. From its headquarters in Winnipeg, Regina and Calgary it now handles farm implements and tractors in large quantities. It has its own timber limits along the G.T.P., west of Prince George, in the Rockies, and its own saw mills, and is selling lumber to its members. It is also handling binder twine, flour, coal, fence wire and other commodities in large quantities, and in addition has entered the real estate field largely for the handling of farm lands with a subsidiary company known as the Grain Growers' Securities Company. In Winnipeg the organization publishes its weekly paper, and maintains an extensive job printing plant.

Buys Direct From Wholesale

The smaller retail stores which are springing up are part of the system, but in the case of the Yorkton store at least, they do not, according to the manager, depend upon their Regina headquarters for supplies, but buy direct from the wholesalers. He states that the headquarters store has to buy from the Winnipeg wholesalers in any

event, and that he might as well buy direct.

"We buy," he said, "where we can get the best values in order to compete with other stores in Yorkton."

Five Years Old

The history of the Grain Growers' store in Yorkton dates back to five years ago, when an office was opened along the tracks in connection with their grain business, for the co-operative purchasing of binder twine, lumber, coal, flour and other essential commodities. The present store was opened about one year ago in various extensive premises, but situated on a side street outside of the beaten path of trade a distance of about two blocks. Nevertheless its turnover for the year ending May 1 was \$101,000, and the manager is confident

he can reach the \$125,000 mark this year.

The store is rented by the farmers; has a frontage of about 40 feet, with a depth as stated of 120 feet. When it opened one year ago it was placed in charge of E. Pinkerton, a man who had had 15 years of practical store-keeping experience in Yorkton. Previous to his taking hold the business was conducted in the crudest manner, with inexperienced help. Mr. Pinkerton says that when the store was first opened, and for a considerable time afterwards, the stock was so limited that he was only able to fill the shelves on one side of it, while the centre and other side of the store were absolutely bare.

At the present time the store carries a general stock to the value of \$18,000, of which the larger share is groceries, in which a full line is carried. These are attractively displayed along the entire left side of the store. The balance of the stock is made up principally of hardware and articles of wearing apparel and shoes of the rougher class as used.

There is no attempt to handle fine
(Continued on page 38.)



Interior view of the grocery department of the Grain Growers' Co-operative general store at Yorkton, Sask. It occupies the entire left hand side of the store, and a complete stock is carried.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocer Paper Published in Canada

JOHN BAYNE MACLEAN - - - - President

H. T. HUNTER - - - - Vice-President

H. V. TYRRELL - - - - General Manager

THE MACLEAN PUBLISHING COMPANY, LIMITED

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

OFFICES

CANADA—Montreal, Southam Bldg., 128 Bleury Street; Telephone Main 1004. Toronto—143-153 University Ave.; Telephone Main 7324. Winnipeg—1103 Union Trust Bldg.; Telephone 3449. Vancouver—39 Tenth Avenue West.

UNITED STATES—New York—Room 620, 111 Broadway, New York; Telephone 8971 Rector. Chicago—Room 1401, Lytton Bldg., 14 E Jackson St.; Telephone Harrison 9133. Boston—C. L. Morton, Room 734, Old South Bldg.; Telephone Main 1024.

GREAT BRITAIN—London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director, Telephone Central 12960. Cable Address, Atabek, London, England.

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EDITORIAL BRIEFS

THERE was a considerable to do at Ottawa because some officials of the Ontario Wholesale Grocers' Association did not appear before the Cost of Living Commission on Monday morning. We learn that the summons to attend was not received in Toronto till Monday afternoon. One cannot help wondering if all the deliberations will be conducted in the same business-like manner.

* * * * *

THE editor of the Toronto *Telegram*, commenting on the evidence of E. C. Fox, of the William Davies Company, before the Cost of Living Commission, intimated that there was information on the subject in his possession that Mr. Fox had withheld. The editor in question has been summoned before the Commission, to make public this information. It will be very interesting to discover what the editor knows about the business, or thinks he knows, that is hidden from the business man.

THE DANGER IN OVERESTIMATING

THE fact that the United States Army still holds enormous stocks of canned products is causing the American press to give vent to loud wailing about the waste of foodstuffs.

As a matter of fact, of course, there is no waste. Food properly canned is not a perishable commodity, under ordinary care, and certainly the contention that there has been an enormous wastage is absurd.

This surplus stock is certainly, however, going to be a serious item in the American trade, and it would seem that in their own interests it would have been better to have taken the loss at once.

There is little doubt that ultimately a serious loss must be met. But serious though this is, it is not so much in these extensive reserve stocks that the danger lies, but in the prominence that has been given to them, a prominence that will have the effect of unsettling the trade, and curtailing buying in the expectation of still lower prices, which it is possible may force prices far lower than is actually warranted by the stocks of food available.

IS THIS THE SOLUTION?

J. A. LEDUC, of Montreal, appearing before the Cost of Living Commission, now in session, advocated the Cash and Carry plan, as the panacea for the ills of the high cost of living. He also intimated that the greatest cause of the high cost of living was the telephone.

Doubtless there is something in what Mr. Leduc says. All services must of necessity be paid for, and credit, and delivery and the telephone are certainly very real services. But it is very questionable if the public as a whole would be willing to save money by the elimination of these services.

Most of the conveniences of life have been in a measure responsible for the steady advance of living costs, yet they are advances in our ways of living that mean a better type of national life.

There is unquestionably much to be said for the Cash and Carry system; there are also some arguments that can be raised against it. In most communities now there are stores of this description, and it has yet to be proved that the public as a whole are anxious to save their money that way.

AN ILL-CONSIDERED REMEDY

ASKED what would happen if a set price was put on hogs, E. C. Fox, of the William Davies Company, replied to the members of the Cost of Living Commission that it would be a tragedy.

Facetious newspaper editors, of course, made the most of this to again deride the company Mr. Fox represents. Despite this, however, there can be no question of the soundness of his contention. A maximum price set high enough to encourage production would mean no improvement in conditions for the consumer, and a maximum price set low enough to assure a benefit to the consumer, would inevitably react in decreased production. It is that of all things that Canada has to fear.

Essentially we are a nation of producers. All our great industries are built up on this production, and when it fails, they fail, and Canada suffers irremediably. There is no question but that any thoughtless action tending to price setting would be indeed a tragedy.

PROFIT ON CAPITAL OR PROFIT ON TURN-OVER

THE daily newspapers in their tirades against the profits of manufacturers, refer always to profits on capital, and disregard entirely the profit on turnover. Probably they are not aware of the difference. There is a very marked difference, however, and it is a difference that gives a very different aspect to the situation. The profit on capital is of no moment to anyone except the shareholders in the concern, the profit on turnover is the item that affects the cost of goods, and consequently the consumer. Many industries in Canada are doing an enormous business on a comparatively small capital. This means a high state of efficiency, a saving in the money so urgently needed in this country for furthering other activities, and it costs the consumer nothing. The packing house investigation is a case in point. The newspapers made much of the fact that the profits shown approached something about 80 per cent. on capital for some companies. That much-heralded fact had no bearing

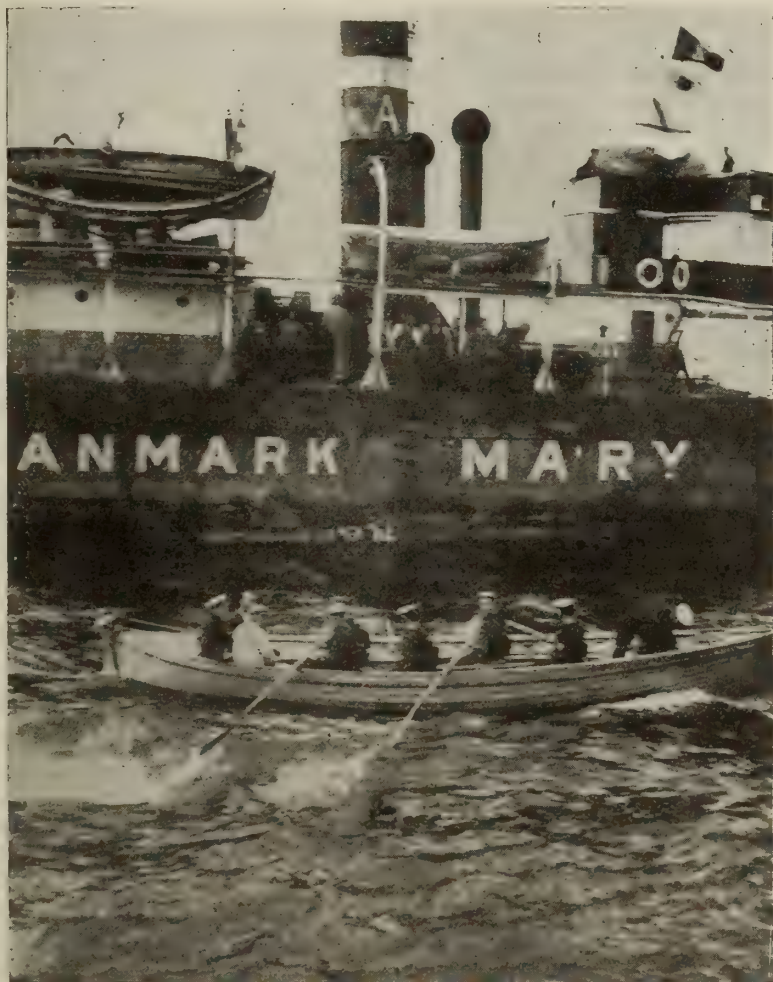
whatever on the cost of living. The fact that did have bearing was that these same companies made something less than 2 per cent. on turnover. In other words, if they had been wiped out entirely, it would not have been 80 per cent. that would have been saved to the consumer, but the something less than 2 per cent. This is worth remembering when compelled to read these newspaper fulminations on the cost of living.

—
WAS it a market change or just the weather man who is responsible for the "advance to higher levels" in thermometers these days?

—
CANADIAN manufacturers need to get together and establish a Made-in-Canada trade mark, in the opinion of Lloyd Harris, trade commissioner.

—
"ABSOLUTELY too busy to write an ad," was the headline used in the newspaper space used by one retail firm a few days ago. They at least keep their name before the people with last-minute news.

Current Events in Photograph



LEAVING THE RESCUE SHIP

Great interest attached to the flight across the Atlantic attempted by Hawker and Grieve. Their disappearance and subsequent rescue created consternation, followed by world-wide joy. This photo shows Hawker and Grieve (in white sweaters) leaving the Danish steamer Mary in a boat from the Destroyer Woolston.

Salespeople of To-day and To-morrow

Some Facts on Sales and Salespeople, and on What Salesmanship Means—The Vital Points in Handling Customers

Canadian Grocer's special report of the third lecture by FRANK STOCKDALE

THIS is the third of the addresses delivered by Frank Stockdale, the noted business expert, in connection with the Saskatchewan R.M.A. Convention, as reported by the special representative of CANADIAN GROCER.

The concluding address on "Meeting To-Day's Competition," which will appear next week, deals with some interesting points. The flypaper stage of business is passed, is Mr. Stockdale's contention in this lecture, customers no longer light and stick. He examines the nature of the competition and points out that it is not all from the Mail Order House. The need of studying conditions and evolving new methods. Limit the stock, but give the assortment. Our competitors are winning out because they are giving thought to the business, and the remedy is obvious.

THIS is a very important subject because the sales people are the front line forces of the retail business. They occupy the front line trenches between the counter and the shelves, and if they have not got the morale they require they will not "go over the top." If your store disappoints the customer he or she will be disappointed with your whole institution to a greater or less degree. We must realize that one of the most important things is to look after the front line trenches. The war has proved that no discovery during war time took the place of infantrymen who went over the top. The need was for man-power. Your store cannot battle successfully to-day with the competition it has to face unless it is equipped with the right kind of man-power, and that is the power of the salespeople behind your counters."

"It takes a lot of preparation to fit the soldier for modern battle. Modern warfare is not so far ahead of modern business. Soldiers must be put through months of training, even then they are not equipped, for years of training are required. The evolution of business is such that if you are eventually going to compete you will have to have your salespeople trained. Salespeople of to-day and to-morrow will be trained salespeople. It is not a waste of money to train salespeople, and very few are born salesmen.

The Imperative Need of Training

"If soldiers were going into battle against soldiers who were not trained they would not need to be trained, but your salespeople are in direct competition with the best in the country. The customers who come into your store are coming direct from dealings with trained salespeople in other stores, and they compare your salesmen with the trained and the best ones who have waited on them. You are being compared with the best, that is the reason the customer is particular. Some say customers are getting very particular and harder to please. Some merchants say salespeople are not as good as they used to be. I believe salespeople are better than they were, but their job is a great deal bigger because their competition with

trained people is so great. You perhaps lose more customers because of the service your salespeople render than from any other two causes.

"Salesmanship is a big job. If an electrician makes a mistake he blames it on anything which is not understood generally; if the doctor makes a mistake the customer dies, and the blame is laid at the door of some unknown disease, but if the salesman makes a mistake he is the big loser."

A definition of salesmanship, given at this point, was as follows: "Salesmanship consists in acquiring a psychological ascendancy over the mind of your customer."

When a Sale Happens

Mr. Stockdale stated that one merchant had remarked that he would like to know "when a sale happens." The reply from another merchant was as follows: "A sale happens in my store when a customer leaves the store after having bought more goods or better goods than he or she intended to buy. Otherwise the customer has just been 'waited on.'"

"Negative salesmanship is where the salesman does not sell as much to a customer as he or she intended to buy when entering the store," continued Mr. Stockdale. "The people who work in retail stores are divided into two classes, store waiters and salespeople.

"Clerks, waiters and bar-tenders were listed together as non-essential occupations for the purposes of the draft system in raising the United States army. While this classification is in part insulting to the retailers, yet it is unfortunately only too true, in a great many cases."

Mr. Stockdale spoke of the type of merchant who thinks he is performing a great feat of salesmanship when, owing to his failure to stock a particular line of goods for which the customer asks, he is able to sell other goods to the customer in their place. Regarding this practice Mr. Stockdale pointed to the dangers of substitution.

"What is the thing you sell in your store?" asked Mr. Stockdale. The correct answer was "service." "The thing the customer wants to have is satisfac-

tion. Service is necessary to satisfaction. You may render service but if it is not of the right kind there will not be satisfaction.

Viewing Transactions From Both Sides of the Counter

"Our mail order houses in the United States are big and powerful as yours are. The head of one of the large mail order firms was asked the reason for the success of that particular business. His business has exceeded the record of \$1,000,000 of orders in one day. His answer was as follows: "The success of this institution is built on the fact that we endeavor always to view the transaction from both sides of the counter."

"Your customer lays down his money on your counter for satisfaction," added Mr. Stockdale. "The home plate of every sale is satisfaction, and if your service does not take you around to the home plate you will be left on the bases and will not score. Satisfaction consists in bringing the right goods and the right people together. You must know the goods and know the people. The first job of a salesman is to know the goods, but after that he must study the people."

At this point Mr. Stockdale referred to the point, "The customer is always right," and issued a warning that if the customers were not always right they soon became other merchants' customers. "We have to acknowledge that some of them tell the plainest lies. If you will look for honest people you will find however, that the proportion of dishonest people is very small and very few will come back time after time and try to get the better of you. Give this class of customer plenty of rope and he will be shamed.

The Folly of Argument

"Don't argue with your customers. You will never sell anything through argument. Real salesmanship avoids arguments. Do not try to convince the customer or a controversy is bound to ensue. The salesman who starts in to contradict the customer makes a big mistake. I have observed a lot of salesmen who get overconfident in sizing up a customer, and I find that many of this type are missing many sales. It is dif-

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

T. M. Syer and Alec Smith have purchased the two businesses formerly operated by the late J. H. McWatters, at Penticton, N.B., and will carry on the business under the firm name of Syer & Smith.

QUÉBEC

The Peterborough Cereal Company, Peterborough, was represented in Montreal this week by B. H. Meyers.

Wallace J. Baker, representing the Canadian Feed Mills of Fort William, Ont., was in Montreal this week.

A. E. Hurd, general merchant, Ayer's Cliff, has sold his store and stock to McIntosh and Rand, who took possession June 1.

At a meeting of the Maple Leaf Condensed Milk Co., Ltd., Montreal, held last week, Henry Miles was elected president. Under its operations last year the company is said to have had an aggregate output exceeding \$2,000,000 in value, with the prospect of this being exceeded greatly in 1919. From the condensery at Chesterville, practically the bulk of the product goes to the British Government under contract.

"Preventing Losses Through Dishonesty," was the subject of an address before the members of the Montreal Kiwanis Club last week. This was given by J. J. Fitzgerald of the Montreal Merchants' Association, and which is energetically working toward the prevention of losses to merchants. In a nutshell, the speaker contended that losses of the above nature were usually traceable to the two causes—presentation of temptation and immunity from punishment. Mr. Fitzgerald further stated that his association was responsible for 85 court cases, and which, he believed, had been conducted with satisfaction to its members.

ONTARIO

C. W. Haensal, of Port Huron, has been reappointed manager of the Chamber of Commerce in that city.

J. W. Charles, manager of the Marland-Woolnough Co., Niagara Falls, was in Toronto recently calling on the wholesale trade.

Considerable damage was caused by water in the grocery store of J. E. Howey in a fire which broke out in the Jackson Estate Buildings, Clinton, Ont.

The travelers' holidays this year are from July 26th to August 9th, inclusive.

An agitation is on foot among Toronto wholesale grocery houses to close their places of business for all of Saturday during the months of July and August.

Capt. P. K. Wade, of the Anglo-American Tea Co., Toronto, who has been overseas with the Army Service Corps, returned to the city about two weeks ago, and is now in his office at 27 Wellington Street East.

The employees of J. Sloan's store, Galt, gathered recently at the home of Miss I. Lawrence, one of their number, to wish her joy in her approaching marriage, and to present her with a cut glass water set and tray.

J. L. Lane, of Harold F. Ritchie & Co., McCaul Street, Toronto, spent a few days in Detroit this week, the primary object of his visit to attend the graduation of his nephew at the University of Michigan.

ONTARIO BUSINESS CHANGES

F. C. Beck, grocer, Toronto, has sold to Mrs. Jackson.

H. Brierly, general merchant, Toronto, has sold to M. Dabons.

S. Miller, groceries and shoes, Ottawa, has sold his shoe business.

Frank Britton, London, is retiring from business and is advertising his business.

F. C. Beck, grocer, Toronto, has sold to Mrs. Jackson.

F. S. Archer, general merchant, Wellandport, has sold out.

A. H. Mealing, Orillia, Ont., has sold his grocery, confectionery, flour and feed business to G. E. Hurl. Mr. Hurl will take possession July 1st.

YOUNG BANDITS HAVE SHORT CAREER

Two would-be hold-up men had a short career when two boys who recently held up Miss Ellie Hogan, who keeps a general store and post office at Millbridge, Ont., were captured by the brother of Miss Hogan and handed over to the police. The eldest, a boy of about 19 years, after entering the store and making certain purchases, finally drew an antiquated pistol and demanded that the cash drawer be opened; the smaller boy, under his leadership, took the money and the parcels they had ordered. They were apprehended, however, before they could get any distance.

WOULD ENLARGE CLERKS' UNION

An effort is being made to have all the retail clerks of Toronto, estimated at about 25,000 in numbers, enrolled in the Retail Clerks' Union. Organizer J. Hoop is at present in the city, endeavoring to bring this about. Only about 200 at present belong to the local.

A city-wide campaign is to be launched to get as many of the unorganized men into the union as possible, with the ultimate object of securing an 8-hour

day and a minimum wage of \$25 a week.

ST. THOMAS, ONT., CLERKS START MOVE FOR EARLY CLOSING SATURDAY

The retail clerks and employees of local business houses gathered recently in the city hall for the purpose of obtaining an expression of opinion on the question of closing all stores not later than 6 o'clock on Saturday evenings.

Ask Public Co-operation

There were various expressions of opinion, and a number of merchants were present, but there was not a single dissenting voice when the early Saturday closing was discussed. The final decision was to conduct a publicity campaign, the general feeling being that as salespeople, the various clerks interested could sell an early Saturday closing just as easily as they could sell the goods over the counter.

Among other resolutions passed was one in which the large audience present called on all salespeople, store employees, assistants and their families in the city of St. Thomas to positively refrain from shopping or buying anything after the hour of 6 o'clock at night.

Officers Elected

Frank Shaw, of Clacott's, presided, and Omer Gray, a local grocery clerk, acted as secretary of the meeting. They were later elected as president and secretary, with the following as advisory board members: W. Richardson, J. McGregor, H. Penwarden, W. Silcox, J. Coombs, and A. J. Clarke. The executive board consists of the following: S. H. Pavey, Stan. Goldsmith, C. Trull, Ed. McElleroy and Misses Venning, N. Lordan and Pearl Morris.

RETIRING FROM T. KINNEAR & CO., RECEIVES PRESENTATION

T. H. Kinnear, head of T. Kinnear & Co., wholesale grocers, Toronto, and members of the selling staff of the organization, visited the home of A. H. Lawson, Stouffville, to express their regret that his health has made it necessary for him to sever his connection with the firm after more than a quarter of a century's association. Mr. Lawson was presented with a club bag, and Mrs. Lawson with a purse as an indication of the esteem in which they were held by the members of the firm.

HONEY FLAVORS CREAM

Next time you whip cream use a teaspoonful of strained honey instead of sugar to sweeten it. It will give a delicious flavor and you can whip cream early in the day, because it will remain firm all day.

"SALES PEOPLE OF TO-DAY AND TO-MORROW"

Continued from page 34

ficult to sell one article after having gone the limit in sales talk on another article, and this is the danger if you make a mistake in sizing up what the customer wants before you know."

"When you try to sell a customer something they do not want they forget to come back to your store again. Be careful of over-insistence. Lead the customer instead of trying to drive. We are apt to size the customer up according to our standards instead of according to their standards.

In referring to the customer who comes into the store and says that he or she is "just looking," Mr. Stockdale gave the following illustration:

"A Woodstock, Ont., merchant told of a lady who came into his store to look at certain goods which she was thinking of buying in the Fall—some few months later. The salesman explained that they would have some better lines in at that time, and suggested that she delay looking until the Fall, and then visit the store. The lady in question went to another store in town, and by the exertion of salesmanship was induced to buy goods on the spot.

Mr. Stockdale gave another illustration of how some merchants take much for granted and make a mistake in sizing up customers. He referred to the travelling salesman, who often makes purchases from merchants whom he usually visits in a business way. The point was emphasized that many merchants mistake good customers for salesmen, and do not give them even usual attention.

"The merchant who will not pay the greatest attention to the travelling salesman reaps his own reward," added Mr. Stockdale.

People Learning to Shop

"Merchants should also give customers the same attention when they do not buy as when they do make a purchase." The 5, 10 and 15c store is teaching the people to shop. We are developing a nation of looker-shoppers. It is there they are getting their education.

"The customer who comes in to buy a 10c article should be given the same attention as the one who comes in to buy a \$10 article. Take care of the people who come in to look. Don't let any lookers come in to your store, as far as your treatment is concerned.

"The attention you give to Mrs. Brown has a greater influence on your store than you imagine. Mrs. Brown takes a lot of your time and buys very little, and she is hard to wait on. When you take this attitude towards customers you are making the mistake of your merchandising life. You may call this customer what you please, but Mrs. Brown corresponds to the baseball fan. She is the store fan—what would baseball be without the fan? Mrs. Brown knows more about the merchandise than the clerk behind the counter. She asks questions which are hard to answer. Mrs. Brown belongs to all the clubs in

NEARLY FIVE THOUSAND GUESSES

The unique contest put on by the Paquet Co., Ltd., Quebec, and which was described in the Spring number of CANADIAN GROCER, brought to this firm the large number of four thousand, eight hundred and forty-six guesses from the kiddies, and for whom this guessing contest was arranged.

The accompanying snapshot will serve to show the "rose tree" on which several hundred artificial roses were placed. The tree was an actual one, and this was



planted in a large wooden tub, and enclosed within the low fence a small rabbit run or yard was afforded for the rabbits which were the prizes of successful contestants.

This idea was carried out at one end of the entrance to the grocery department, and was immediately attractive to every customer entering. But it was very attractive to the kiddies, and the above number of guesses indicate that close to five thousand of Quebec's kiddies took the trouble to make a guess, register their names and go away with a vivid impression of the store that put the contest on. Mr. Dubuc, the manager of this department, is very enthusiastic regarding the advantage accruing to contests, for this is but one of the many that have been conducted.

the town and attends them regularly. Don't forget the stores are well discussed at these meetings. The reputation of your store is made or marred right there. Mrs. Brown is sending customers to your store or away from it. Get Mrs. Brown boosting for your store.

"A satisfied customer" is the greatest advertisement. Mrs. Brown is satisfied or is a dissatisfied customer who gives much of her time giving word of mouth advertising.

"Whenever you think of salesmanship you think of certain clerks who are born

and not trained. If you have the right foundation salesmen can be developed through experience, and if you do not have the right foundation you cannot develop a salesman. The study of the science of salesmanship is a good thing.

"The person who stands behind the counter to-day and succeeds is the person who really wants to serve the customer, the salesman who has the spirit of service. How many can say that their customers feel you like to serve them? If they feel that way they will come back to your store, but you must have the service spirit in your salesmanship.

"Don't forget the Biblical quotation: 'He who would be the greatest among you let him be the most willing servant.'"

LOOSENING OF FOOD EMBARGOES

Foodstuffs May Now Be Shipped to Neutral Countries, and in Some Cases to Germany.

The British Board of Trade announce that, following on the relaxations recently made in the blockade regulations relating to foodstuffs, whereby:—

(a) The quantitative limitations on the import of foodstuffs into neutral countries have been removed;

(b) Consignment may be made direct to neutral traders and need no longer be made through the N.O.T. or other importing associations, and

(c) Export from neutral countries to Germany is allowed;

It has been decided to authorize the resumption, by firms in the United Kingdom, of exports of foodstuffs to Germany, through neutral and allied countries, within the monthly ration of foodstuffs allowed to Germany under the Brussels Agreement and a general license under the Trading with the Enemy legislation has been issued to give effect to this decision.

All arrangements for finance should be made by and at the risk of the private traders and the neutral or allied firm or Government concerned.

Foodstuffs on list C of prohibited exports may be exported to northern neutrals and Switzerland as well as to allied countries without license; but foodstuffs on lists A and B can be so exported only under license from the Export License Department, 4, Central Buildings, S.W.I.

The term "foodstuffs" means food, beverages, spices, edible oils or other articles intended solely for the manufacture of human food.

RECENT PRICES PAID FOR FRUIT

It is reported from Santa Clara Valley, California, that as high as 32c per lb. is being paid the growers for apricots, as compared with from 15c to 18c per lb. last year. Some prunes have brought as high as 13¼c. Peaches are up to 16¼c and pears to 19c per lb.

Only the fig crop appears to be steady, with Calmyrnas quoted at 22¼c and white Adriatics at 16c per lb.

NEWS FROM WESTERN CANADA

WESTERN

S. Landstrom, grocer, Kingman, Alta., has suffered loss by fire.

The retail clerks of Prince Albert are reported to have formed a union with a membership of 200.

Mr. Bean, manager of the Weyburn Grocery Co., was a business visitor in Winnipeg last week.

G. Adamson, formerly of Swift Current, has purchased the Princess Candy Company's business at Morse.

Fletcher & Co., Burdett, Alta., have begun to build on the site of the former store and expect to be doing business by fall.

C. Hall, who has been in business in Wadena for a number of years, has disposed of his stock to the Wadena Supply Company.

William Carey, of the Veteran Grocery, Weyburn, visited Regina and assisted in welcoming home his comrades of the 28th Battalion, in which battalion he distinguished himself as a sniper.

Mooney and Gray, of Meota, have opened up a business in the new town of Spruce Lake. Mr. Gray was formerly with Fairweather and Gregory, and Mr. Mooney was formerly in the employ of J. S. Dart, Meota.

Lim Lip Wing, manager of the business of Sam Hop & Company, merchants of Vancouver, and also vice-president of the Chinese Consulate Benevolent Association and a prominent Chinese Free Mason, is on a visit East as far as Montreal and Quebec.

H. H. Kidd, manager of the Moose Jaw Branch of the Tees and Persse, has been appointed manager of Tees and Persse at Fort William and Port Arthur. Mr. Kidd has been in Moose Jaw over eight years. He is well known in musical circles and is a member of the Rotary Club.

James Gall, who has been in the employ of the Weyburn Grocery Co., Weyburn, has accepted a position with the MacLean Grocery Co., Regina, and will leave Weyburn shortly to assume his new duties in the capital. Mr. Gall, during his residence in Weyburn has been scout master in the Boy Scouts movement, and his removal from the city will be a matter of much regret.

Twelve to fifteen hundred dollars was the damage to the building and stock of the Independent Grocery Company's store on Second Avenue west, Swift Current. Most of the damage to stock was caused by smoke, and probably 75 per cent. of the stock carried is damaged to same extent in this way. Damage to the building amounts to about \$400. Insurance is carried by the Dominion Insurance Company to the amount of \$1,500 and in

the London Insurance Company to the extent of \$700. The cause of the fire is unknown.

Jack Arbells, an employee of the P. Burns plant at Prince Albert, was unexpectedly gassed in disconnecting cooling pipes in connection with the ammonia plant. He was able to resume work the following day little the worse for his experience.

While visiting in Regina, Ed. Wiggins, traveller for the Walker Fruit Company, Weyburn, had his Chevrolet car stolen. The police were notified and George Allen was arrested. He had driven the car to Whitewood. Allen pleaded guilty and was sentenced to serve nine months in jail.

A new wholesale house has been opened at Prince Albert. Husk and Phillippe have leased the ground floor and basement of the McDonald block and will carry a stock of tobaccos, confectionery, soft drinks and smokers' supplies. Mr. Husk was for years manager of Johnson and Boon, wholesale tobacconists, Saskatoon, and Mr. Phillippe has been traveling for the Hudson's Bay Company.

WINNIPEG FIRM OPENS SASKATOON BRANCH

H. P. Pennock & Co., Ltd., Winnipeg, have opened a branch office at Saskatoon, Sask., in order to give closer supervision to their business in Northern Saskatchewan.

The branch will be under the management of G. Donnell, formerly buyer for the Mutual Purchasing Co., who recently joined their sales organization.

Mr. Donnell is very well known in the wholesale grocery business in Western Canada.

VANCOUVER MAN PRESIDENT OF PACIFIC COAST TRAVELLERS

The convention of the United Commercial Travellers' Association, jurisdiction of Washington, Oregon and British Columbia, which has been in progress at Vancouver recently, elected the following officers:

Past Grand Counsellor, A. R. Macfarlane, Vancouver.

Grand Counsellor, Percy Martin, Vancouver.

Grand Junior Counsellor, P. E. Arlett, Portland.

Grand Secretary, H. W. Thompson, Tacoma.

Grand Treasurer, G. R. Kerr, Seattle.

Grand Conductor, E. M. McConnan, Victoria.

Grand Page, C. W. Moore, Spokane.

Grand Sentinel, W. H. Rice, Seattle.

The next convention will be held at Portland, Oregon.

SASKATOON PLANT OR QUAKER OATS CO. SUFFERS SERIOUS FIRE

Damage to the extent of half a million dollars resulted from a fire in the crib elevator of the Quaker Oats plant, Saskatoon, Sask. Had it not been for the automatic sprinkler system, it is believed that the entire plant would have been destroyed. The fire started in the superstructure of the crib, a hundred and fifty feet above the ground, and above the level of the sprinkler installation, due, it is believed, to the burning out of a motor in the pulley house, and had gained considerable headway in the wooden and galvanized iron superstructure before discovered.

Included in the loss was about fifty thousand bushels of grain. The crib elevator is situated between the two main buildings of the plant, which sustained only the slightest damage. The oatmeal manufacturing plant resumed work shortly, and the flour mill will be put into operation as soon as it is possible to instal a new power transformer. The company stated to-day that the crib elevator would be rebuilt immediately.

WORKERS TO BE PROTECTED

The employees of the Acme Vinegar works, on Selkirk Ave., Winnipeg, when attempting to go to work one day last week, were stoned by a mob of aliens. The manager of the plant visited the city hall and asked that protection be provided for his employees, who are all British subjects. He was referred to the chief of police, and the latter was instructed to supply the necessary men to protect the workers of the company.

REGINA BOARD OF TRADE CONSIDERS EMBARGO ON WESTERN EXPRESS SHIPMENTS

Regina Board of Trade Will Endeavor To Have It Lifted In Near Future

Regina Board of Trade is considering the question of the inspection of all eggs entering cold storage plants. The wholesale committee has been asked to investigate the question and report. A. H. Wilford, produce broker, addressed the board on the question, pointing out that much valuable space was taken up by spoiled eggs, which waste could be prevented if the eggs were inspected when they were first placed in the plant.

Another matter considered by the board was the embargo on all express shipments destined to Western Canada on account of the Winnipeg strike. It was pointed out that express could still reach Regina through Portal, and an effort is to be made to have the embargo lifted. All Saskatchewan, Manitoba and Alberta points were affected by it, it was stated.

EBON EDMONDS DIES AT SIMCOE, ONTARIO

Ebon Edmonds, a leading wholesale and retail flour, feed and seed merchant of this town since 1893, died at his home, Simcoe, Ont., recently, aged 700. He was actively engaged in business till about March 1st last, when he was severely stricken with paralysis, from which he never recovered. He was a Welshman. He came to Canada as a young man, and first went into business as a miller at Smithville. In 1880 he purchased the oatmeal mills at Lynn Valley, and operated this plant till coming to Simcoe.

MANITOBA CONVENTION POSTPONED

Winnipeg, Man.—The annual convention of the Manitoba branch of the Retail Merchants' Association of Canada, which was to have been held in Brandon for three days, commencing on Tuesday, June 17, has been postponed until August, owing to the serious strike situation prevailing in Winnipeg, Brandon and other Western centres.

Secretary J. H. Curle, of the Manitoba association, in making this announcement, stated that the strike would seriously affect the attendance of merchants from Winnipeg and other provincial points at the convention, and that in the best interests of the retailers it was thought best to postpone the meeting so that a larger attendance would be assured. Mr. Curle states that the program as outlined will be adhered to at the convention in August.

A suggested postponement until some time in July was overruled owing to the fact that the annual Brandon Fair is held in that month, and it was thought better to hold the convention two or three weeks after the Fair.

SOURIS, MAN., TO HAVE MONTHLY SHOPPING DAY

Reviving a Scheme to Keep Money at Home. Inducements to Come to Town Not Only to Shop, but to Meet Other Shoppers

All the merchants in the town of Souris, Man., are combining this month to inaugurate what will be known as a monthly shopping day. Rather they are going to re-establish this plan which was in effect for several months up till one year ago. As this town is a divisional point on the C.P.R. this special shopping day will be fixed for the sixteenth of the month, or the day following pay day. All merchants will lay themselves out to have their stocks in excellent shape for this day, and bargain sales will be the rule in all lines.

Such a day is sure to put a serious check on the practice of sending pay-day money to the mail order houses, but it has another effect in that it draws country trade as well as town trade. In other words it adds another big "Saturday" to the month. To use a worn-out expression a peculiar psychological effect follows the institution of this monthly shopping day. When it is heralded from every advertisement in the weekly newspaper, and passed on by

word of mouth, a desire is created to join the big throng that will be in town that day, and there is nothing the people on the lonely farms crave more than a jaunt to town to meet old friends and make needed purchases. This idea is accelerated by the offer of special values.

For the opening month it is planned to start with the old-fashioned "dollar-day," when the greatest possible assortment of goods will be marked at this figure.

MANITOBA TOWNS FIND CO-OPERATIVE DELIVERY SATISFACTORY

Merchants in at least two Manitoba towns are successfully carrying out the system of co-operative delivery. In the town of Souris this plan has been in force for the last two years, four of the largest merchants paying proportionately for the delivery of goods to their customers. In Carberry the delivery has only been in force a few months. In both towns the deliveries are made by motor truck, operated by its owner, and regular schedules are maintained of two deliveries in the morning and three in the afternoon, so that the merchant may promise his customer exactly when her purchases will be taken to her home. In this way not only is overhead expense reduced for each merchant, but there is an elimination of a duplicate delivery system.

CASH BUSINESS FAVORED BY WINNIPEG RETAILERS DURING STRIKE

Elimination of the credit business and the adoption of the "cash and carry" system during the continuance of the strike is the practice of food vendors practically all over the city. No new accounts are being opened, and old customers are being closely checked up, and if too heavy in books are cut off. It was stated that persons known to be on strike are asking for credit in increasing numbers from butchers and grocers, and are being refused.

WESTERN TRAVELERS ELECT OFFICERS

G. S. Davidson, of Edmonton, was elected grand counsellor of the grand council of United Commercial Travelers of Saskatchewan, Manitoba and Alberta at the closing session, Saturday. The grand council will meet at Medicine Hat next year, June 4 and 5.

Other officers elected were: Junior grand counsellor, George R. Raymond, Saskatoon; grand secretary, W. H. McKibbin, Regina; grand treasurer, G. R. O'Neill, Calgary; grand conductor, W. Heslop, Lethbridge; grand page, W. W. Muir, Moose Jaw; grand sentinel, H. A. Styles, Edmonton. The new grand executive committee is as follows: J. E. McRobie, Winnipeg; P. D. Osborne, Saskatoon; W. E. Clark, Medicine Hat; W. C. Swanston, Regina. Delegates appointed to the supreme council, which will meet in Columbus, Ohio, are: G. S.

Davidson, S. S. Savage, H. A. Knight and H. F. Moulden.

CLAIM FARMERS' CO-OPERATIVE STORES MENACE

Continued from page 31.)

dress goods, fine shoes, or in fact, fine goods of any kind.

Business At a Profit

The store does business both for cash and on short term credit, and, according to Mr. Pinkerton, is operating at a profit. He stated that he refused to become manager of the store unless he was allowed to place it on a paying basis. That is to say goods are not sacrificed to the shareholders of the company, of which there are a great number. Mr. Pinkerton states that his policy is to place his prices at such a figure as to make a quick turnover. Two clerks are employed, and one rig handles the delivery system in town. The store does not advertise in either of the two local papers, such a policy being opposed by the farmer directorate.

The store handles twine orders, but there is no Grain Growers' agency for implements in Yorkton, all individual orders being sent to Winnipeg.

Merchants in Yorkton who were interviewed on the matter professed to have little concern for the operation of this store which infringes on their legitimate business. There was no getting around the fact, they said, that it took a portion of the business which should come to them, but they were not greatly worried. The manager of one store expressed the view that the co-operative store was run contrary to the laws of Saskatchewan.

WESTERN STORES CLOSE

HUMBOLDT, SASK.—Stores close Wednesday afternoon June, July and August.

WEYBURN, SASK.—Stores close Thursday afternoon June, July and August.

BOISSEVAIN, MAN.—Half holiday closing has been changed from Wednesday to Thursday afternoon 1 p.m. June and July.

Peterborough, Ont.—Stores close Thursday afternoon during July and August.

DUNNVILLE, ONT.—Stores will close Wednesday 12.30 during June, July, August and September.

GRANDVIEW, MAN.—Stores close Thursday, at 1 p.m., during June and July.

MAPLE CREEK, SASK.—Stores close Wednesday, at 1 p.m., during June, July and August.

ONTARIO BUSINESS CHANGES

James Lowrie, 50 Wellington St. N., Hamilton, has sold his grocery business to Harold Allenson.

Carl B. Key has sold his grocery and confectionery business, corner of William and Willow streets, Paris, to Angus Tough.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

BUSINESS during the week continues to be of a very satisfactory order. There is, of course, a very serious situation facing the trade in certain localities, owing to labor conditions, that has made it difficult to move the goods. Other than these artificial restrictions, however, business continues to move along steadily, and at a fair profit.

MONTREAL—Many advances of price have been made this week on the part of the wholesale jobbing trade. The importance of these will be seen in the number of items following. Borax is higher and imported knife polish, which has been scarce for some time, is again on the market at higher prices. Lithia water is advanced and higher prices obtain for cottonseed oil, whisks and axle grease. Various lines of canned meat have been revised in price. Strawberries of the canned sort are higher and crab meat and Canadian sardines are also higher in price. Tapioca has advanced to 12c per pound. Almonds and Brazil nuts have been firming in primary markets. Peanuts, on the other hand, may decline, this depending upon the interpretation of the new law regarding war tax. Supplies, it is stated, are held in customs pending this decision. Feed oats are up one cent per bushel. A firm market prevails for sugar, spices, shorts, coffee, tea and fruits.

Declines of the week are confined to salt, caustic soda, hay and some green vegetables. There is much activity in this market, particularly good business coming from the country.

TORONTO—Comparatively few changes are noted in the staple lines of groceries, as compared with a week ago. Further upward tendencies in rice feature the markets, together with sharp declines in some of the produce lines. Rice is likely to be very scarce and

local stocks are assuming small proportions. As there is an embargo on Japanese rices, there is likely to be little imported from this direction. American rices, too, are very light in supply. Rices available show advances of from a cent to a cent and a half this week, and the quality of the rices is very poor indeed. Raw coffees are from one to two cents higher, and prices are more than likely to advance on future buying. Teas are unchanged, but all indications point to higher prices. Currants are two cents higher, but the majority of dried fruits are unchanged, and in light supply. There is a brisk inquiry for canned goods, particularly salmon. Tomatoes are steady at last week's advance and corn and peas are being pretty well cleaned up at strong prices. All fresh fruits and vegetables are selling well and take precedence over any of last year's crop remaining on the market.

In the produce market, sharp declines are noted in eggs. Supplies continue plentiful, and with lessened consumption, and none being stored, quotations took a rapid decline at the close of last week. Butter is also easier. Fresh meats are marked down several cents this week, but smoked and cooked meats are at very strong figures.

WINNIPEG—Very little trading is being done, owing to the fact that express shipments are stopped and freight is being handled only in carload lots. Beans are scarce and remaining stock has advanced in price. Prunes are almost off the market and other dried fruits are very scarce. Canned goods are firm, owing to recent heavy export. Canned tomatoes have advanced. New pack will not be lower in price. The demand for sugar is keen. Coffee is expected to advance shortly. Nuts are high in price and supplies are light.

QUEBEC MARKETS

MONTREAL, June 18—Much activity characterizes the grocery markets this week and it appears to be a matter of getting ample supplies rather than that of price. Advances of price have been made and there is a considerable tendency toward strength on many lines. Country business is reported to be particularly brisk.

Borax Up;

Salt, Caustic Down

Montreal.

BORAX, CAUSTIC, SALT, POLISH.
—A line of borax, Windsor, has been ad-

vanced 5c to 95c per dozen. Broken caustic in 100 lb. drums is down 50c per drum to \$7.25. Salt, of various grades, has been reduced in one quarter and is selling as follows: Coarse, in 140 lb. bags, down 15c to \$1.60; 100 lb. bags

down 10c to \$1.25; ice cream salt in 150 lb. bags down 10c to \$1.40.

Oakey's Wellington Knife Polish is again on the market and is selling at the advanced price of \$1.80 per doz., the former price being \$1.60.

Lithia Water Up;

Cottonseed Oil

Montreal

OIL, LITHIA WATER.—Advances are made this week for White Rock Lithia Water. The new prices are much higher than the old, Splits being advanced to \$12, from \$9.50; Pints from

\$11 to \$15 and Quarts from \$10.50 to \$11.50 per case. Another advance for cottonseed oil is made, the new price being \$3 per gallon, in barrels.

Whisks Are Up; Also Axle Grease

Montreal.

WHISKS, AXLE GREASE.—Prices are higher on corn whisks. The advance is equal to 25c per dozen and the range of prices is from \$3 to \$5.25 per dozen.

Imperial axle grease is advanced from \$5.65 per case to \$5.80, in wood boxes containing 4 dozen.

Big Movement Will Take Much Sugar

Montreal.

SUGAR.—Jobbers report a stimulated demand for refined sugars. This presages what they expect to be a heavy outward movement of supplies to the grocers and who will soon be experiencing the preserving season demand. There is also a continued movement on export account, but this is, of course, less marked than it would be were there not any restrictions. No change was made, of course, through the budget working, and no reduction of price is contemplated. Supplies are good but will gradually be drawn upon increasingly.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95	
Acadia Sugar Refinery, extra granulated	9 95	
St. Lawrence Sugar Refinery	9 95	
Canada Sugar Refinery	9 95	
Dominion Sugar Co., Ltd., crystal granulated	9 95	
Iceing, barrels	10 15	10 30
Iceing (25-lb. boxes)	10 65	10 70
Iceing (50-lb. boxes)	10 35	10 50
Do., 1-lb.	11 05	
Yellow, No. 1.	9 75	9 55
Yellow, No. 2 (Golden)	9 45	9 55
Yellow, No. 3	9 35	9 45
Powdered, barrels	10 05	10 20
Powdered, 50s	10 15	10 50
Powdered, 25s	10 35	10 65
Cubes and Dice (asst tea), 100-lb. bxs	10 55	10 65
Do., 50-lb. boxes	10 65	10 75
Do., 25-lb. boxes	13 85	10 95
Do., 2-lb. pack	11 95	12 05
Paris lumps, barrels	10 65	
Paris lumps (100 lbs.)	10 65	
Paris lumps (50-lb. boxes)	10 75	
Paris lumps (25-lb. boxes)	10 95	
Paris lumps (cartons, 5-lb.)	11 70	
Do., (cartons, 2-lb.)	12 45	
Crystal diamonds, barrels	10 55	
Crystal diamonds (boxes 100 lbs.)	10 65	
Crystal diamonds (50-lb. boxes)	10 75	
Crystal diamonds (25-lb. boxes)	10 95	

Strawberries Higher; Crab Meat; Sardines

Montreal.

CANNED GOODS.—An advance was made in one quarter this week for canned strawberries. Most lines of fruit are decidedly firm and scarce. In vegetables, tomatoes are the one line that seem plentiful at all, and this is the two pound size. There has been a firming of the price on most lines and some export still is reported, with local sales seasonably good. Japanese crab meat is advanced from \$6.00 to \$6.50 per doz.

Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 80
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25

Currants, black, 2s, doz.	4 00	
Do., gallons, doz.	13 00	
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 50	
Do., No. 2	2 80	3 00
Do., 2½s	3 25	3 75
Pears, 2s	2 50	2 90
Do., 2½s	3 25	3 75
Do., 2s (light syrup)	1 90	
Pineapples (grated and sliced), 2s	3 60	
Do., 2½s	4 50	
Plums—Lombard	2 00	2 20
Gages, Green, 2s	2 45	
Do. (light syrup, 2s)	2 00	
Raspberries, 2s	4 00	4 20
Do., 2½s	2 60	
Strawberry, 2s	4 25	4 50
Canned Vegetables—		
Asparagus (Amer.) mammoth green, doz.	4 25	4 75
Asparagus, imported (2½s)	4 85	5 25
Beans, Golden Wax	1 95	1 97½
Beans, Refugee	1 10	
Beets, new sliced, 2-lb.	1 40	1 42½
Corn (2s)	2 10	2 35
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 25	7 50
Spinach, 3s	3 00	
Spinach, California 2½s	3 15	
Do. (wine gals.)	10 00	
Tomatoes, 1s	6 95	1 00
Tomatoes, 2s	1 40	
Tomatoes, 2½s	1 90	2 00
Totamatatoes, 3s	1 95	2 10
Tomatoes, gallons	6 00	7 02½
Pumpkin, 2½s (doz.)	1 10	
Pumpkins, gallons, (doz.)	4 25	
Peas, standards	1 45	1 50
Peas, early June	1 60	1 62½
Peas, extra fine, 2s	2 80	2 35
Do., fancy, 20 oz.	1 67½	
Potatoes, Can. sweet, 2½-lb tins	2 75	
Do., 2-lb. tins	2 75	
Olives (in bls. 49 wine gals.), gal.	1 35	
Specialties	Per gal.	
Olive oil (pure), 1 gal. tins	7 50	
Do., ¼ gal. tins	8 00	
Do., 5 gal. tins	7 00	
Tomato Paste, 100 tins (case)	32 00	
Do., 200 tins (case)	33 00	
Do., 12-10 lbs.	39 00	
Salad oil (bbls. 50 gals.), gal.	2 50	
Olives, Queen, gal.	1 45	
Canned Fish—		
Salmon—		
"Clover Leaf," ½-lb. flats	2 45	2 80
Sovereign, 1-lb. flats	4 62½	
Do., ½-lb. flats	2 30	
1 lb. talls, cases 4 doz., per doz.	4 50	4 80
½ flats, cases 8 doz., per doz.	1 50	2 00
Chums, 1-lb. talls	2 05	2 17½
Do., ½s, flat	1 17½	1 25
Pinks, 1-lb. flat	2 25	
Pinks, 1-lb. talls	2 60	2 75
Pale, ½-lb., doz.	1 37½	
Pale, 1 lb., doz.	2 37½	
Pinks, ½-lb., doz.	1 62½	
Cohoos, 1-lb. talls	3 75	
Cohoos, 1-lb. flats	2 25	
Cohoos, ½ lbs., flat	1 75	
Herrings, kippers, dz. (4 dz. case)	2 25	
Herrings (tomato sauce), doz.	2 25	2 50
Haddies (lunch) (½-lb.)	1 00	
Haddies, chicken (canned), doz.	9 00	9 25
Red Springs, 1-lb. talls	4 00	4 60
Red Springs, ½ lb.	2 45	
White Springs (1s)	2 30	
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25	
Labrador salmon, 1-lb. flat	3 60	
Pilchards, 1-lb. talls	1 90	2 00
Whale Steak, 1-lb. flat	1 90	
Canadian sardines (case)	6 75	7 00
Norwegian sardines, per case of 100 (¼s)	22 00	20 00
Oysters (Canned)—		
5 oz., doz.	2 60	
10 oz., doz.	4 75	
Lobsters, ¼-lb., doz.	2 25	
Do., ½-lb. tins, doz.	3 60	3 75
Do., 1-lb. talls	8 25	
Do., ¾-lb., doz.	6 00	
Do., 1-lb. flats	8 25	
Lobster paste, ½ lb. tins	3 25	3 40
Sardines (Amer. Norw'g'n style)	14 50	
Sardines (.zen. Norwegian)	22 00	
Sardines—Canadian brands (as to quality), case	6 75	17 50
Sardines, French	32 00	
Scallops, 1-lb., doz.	3 25	
Scotch Snack, No. 1, dz., Montreal	2 50	
Do., Eastern trade	2 65	
Do., Winnipeg and Western	2 85	
Scotch Snack, No. 2, doz.	4 50	
Shrimps, No. 1	2 25	2 50
Crabs, No. 1 (es 4 doz.)	6 75	
Crab meat (Japanese), doz.	6 50	
Clams (river) (1 lb.), doz.	1 90	

Beans Are Moving More Than Usual

Montreal.

BEANS, PEAS.—Although, at this season of the year, beans are not a big seller, there is a bigger movement than usual, apparently, and this is attributed to the better price basis at which they are selling. Best grades are higher in price than they were and some of the local supplies are now being liquidated.

Beans—

Canadian, hand-picked, bush...	5 00	5 40
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes		5 50
Lima, per lb. (as to quality)	0 10	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel	3 25	3 50
Peas, split, new crop (98 lbs.)	5 50	6 00
Peas (blue)	0 08	0 09

Rice Firm; Tapioca Advances

Montreal.

RICE, TAPIOCA.—The feature of the week is an advance for seed and pearl tapioca of half a cent and both pearl and seed are selling at 12c. Rices are decidedly firm, the Far Eastern situation being a factor in making a strong world market, from a price standpoint. The tariff change will not make any difference, it is stated by importers, and no reduction of price can be looked for, they assert, until new crop arrives, and which will not be until after the first of the New Year.

Ice Drips—Japan (per 100 lbs.)	13 60	
Carolina	14 00	
Honduras	0 15	
Siam, No. 2	7 65	8 00
Siam (fancy)	10 50	11 00
Rangoon "B"	9 75	
Rangoon CC	8 10	
Mandarin	10 75	
Pakling	9 50	
Tapioca, per lb. (seed)	0 12	
Tapioca (pearl)	0 12	
Tapioca (flake)	0 11	

Almond Prices Up; Will Peanuts Drop?

Montreal.

NUTS.—Interest centres in the peanut situation. Some of the importers seem to be in doubt as to the interpretation of the new regulations and are awaiting a ruling as to whether the 7½ per cent. War Tax will come off. If it does, there ought to be a reduction in prices, and it is stated that large quantities of nuts are being held for clearance, subject to a decision on this point, and which ought immediately to be decided. Almonds are particularly scarce and firm and the prices for import are advanced. Filberts are very firm too.

Almonds, per lb.	0 27	0 28
Almonds (shelled)	0 55	0 56
Almonds (Jordan)	0 70	
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 16	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted)—		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
Peanuts (salted)—		
Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 33	

Pecans (new Jumbo), per lb...	0 32	0 40
Pecans, large, No. 2, polished...	0 32	0 35
Pecans, New Orleans, No. 2...	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 60	0 60
Walnuts (Grenoble)	0 29	0 35
Walnuts (new Naples)	0 23	0 25
Walnuts (shelled)	0 78	0 80
Walnuts (Spanish)	0 30	0 33
Note—Jobbers sometimes make an added charge to above prices for broken lots.		

Muscatel Raisins 15c; Dried Fruits Scarce

Montreal.
DRIED FRUITS.—Jobbers, at least, look ahead with a view to paying high prices for their requirements of dried fruit next fall. In the meantime, small stocks serve the needs of the trade fairly well, for the demand is not excessive. Prunes are particularly scarce. A shipment of new Muscatel raisins is reported by one jobber and these are selling at 15c per lb.

Dried Fruits—		
Choice	0 24	0 25
Slabs	0 23	0 24
Fancy	0 30	0 30
Apples (evaporated)	0 19	0 21½
Peaches (fancy)	0 19	0 25
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22½

Drained Peels (old)—		
Citron	0 45	0 45
Lemon	0 36	0 36
Orange	0 37	0 37
Cut mixed (1-lb. cartons), doz.	4 10	4 30
In 36 lb. case	12 75	12 75
Cut, 10-lb. boxes (lb.)	0 48	0 48
Raisins		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Malaga, table box of 22 lbs., 3-crown cluster, \$5.50; 4-crown cluster, \$6.50-\$6.75; 5-crown, \$7.50; 6-crown cluster, \$7.00-\$7.75.		

California loose Muscatels, lb...	0 15	0 15
Cal. seedless, cartons, 16 oz...	0 17	0 19
Choice seeded, 12 oz.	0 14	0 14
Fancy seeded, 16 oz. pkgs....	0 15½	0 16
Choice seeded, 16 oz. pkgs....	0 15	0 17
Seedless, 11 oz., packages	0 13	0 15
Do., 15 oz. pkge.	0 17	0 18
Do., bleached, 15 oz. (choice)	0 15	0 15
Do., (fancy)	0 18	0 18
Valencias, selected	0 11½	0 11½
Valencias, 4-crown layers	0 11½	0 11½
Sultanas (bleached), 50-lb. boxes	0 18	0 20
Do. (15 doz. boxes)	0 22	0 22
Currents, old pack., 15 oz.	0 29	0 31
Currents, Greek (bulk)	0 18	0 18
12 oz.	0 16½	0 16½
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	3 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
80 lb. Ainslie	0 28	0 28
12 oz.	0 26	0 26
Do., new	0 32	0 32
Cal. currants (loose)	0 18	0 22
Cal. "Currants," 15 oz. pkge.	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 00	7 00
Do., Dromedary (36-10 oz.)	8 25	8 50
Packages only, Excelsior	0 20	0 20
Packages only	0 19	0 20
Do., Dromedary	0 22	0 22
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	5 40
Do., (28 8-oz. bxs)	3 50	3 50
Do., (12 10-oz. bxs)	2 20	2 20
Figs (cooking), 50-lb. boxes, lb.	0 16	0 16
Prunes—		
(25-lb. boxes)—		
30-40s	0 30	0 31
60-70s	0 22	0 23
70-80s (25-lb. box)	0 19	0 20
80-90s	0 16½	0 17
90-100s	0 15	0 16
100-120s	0 11½	0 12

Demand Has Lagged; But Molasses Held

Montreal.
MOLASSES AND SYRUPS.—Summer demand obtains for syrups and molasses and there is therefore a limited sale. Prices are, however, held on a steadier basis, for the corn market and

that of sugar are steadily firm. Molasses has been in good demand from the country points, one jobber reporting splendid business for the season of the year.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 07½	0 07½
Half bbls.	0 08	0 08
Kegs	0 08½	0 08½
2-lb. tins, 2 doz. in case, case....	5 15	5 15
5-lb. tins, 1 doz. in case, case....	5 75	5 75
Corn Syrup—		
10-lb. tins, ½ doz. in case, case	5 45	5 45
20-lb. tins, ¼ doz. in case, case	5 40	5 40
2-gal. 25-lb. pails, each	2 45	2 45
3-gal. 38½-lb. pails, each	3 65	3 65
5-gal. 65-lb. pails, each	5 90	5 90

White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 65	5 65
5-lb. tins, 1 doz. in case, case	6 25	6 25
10-lb. tins, ½ doz. in case, case	5 95	5 95
20-lb. tins, ¼ doz. in case, case	5 90	5 90
Cane Syrup (Crystal) Diamond—		
2-lb. tins, 2 doz. in case, per case....	7 00	7 00
Barrels, per 100 lbs.	9 75	9 75
Half barrels, per 100 lbs.	10 00	10 00
Glucose, 5-lb. cans (case)	4 30	4 30

Prices for		
Barbadoes Molasses—		
Punchoons	0 98	1 08
Barrels	1 01	1 06
Half barrels	1 08	1 08
Antigua Molasses—		
Punchoons	0 95	0 95
Barrels	0 98	0 98

Note—Prices on molasses to outside points average about 3c per gallon less.

Honey Demand Fair; Stocks Ample

Montreal.
HONEY, MAPLE PRODUCTS.—Demand of fair proportions exists for honey and this is selling on a fairly steady basis, with ample supplies available. Pail honey has been a good seller. Maple products are generally held on a firm basis, with some sales made in car lots, of maple sugar.

Maple Syrup—		
13¼-lb. tins (each) (nominal) \$2 10	\$2 10	\$2 25
10-lb. cans, 6 in case, per case ..	15 10	15 10
5-lb. cans, 12 in case, per case....	17 10	17 10
2½-lb. cans, 24 in case, per case....	18 50	18 50
Maple Sugar (nominal), small lots	0 27	0 30
Honey, Clover—		
Comb (fancy)	0 30	0 30
Comb (No. 1)	0 28	0 28
In tins, 60 lbs.	0 26	0 26
30-lb. pails	0 27	0 27
10-lb. pails	0 28	0 28
5-lb. pails	0 28	0 28
Honey—Buckwheat, tins or bbls.	0 18	0 20

No Reductions To Come On Spices

Montreal.
SPICES.—Reductions are not to come on SPICES. At least this is the opinion of the Montreal spice importers. One of these men stated in effect to CANADIAN GROCER this week that increased cost of labor (in some instances 25 per cent.), overhead charges and primary costs, will serve to much more than offset the withdrawal of the 7½% war tax. This means that the price basis to the trade will be no less, and primary market tendencies, it is said, rather suggest advances for some lines. Cream of tartar is decidedly scarce and there is likelihood of this being scarce for at least two months. Ground cloves are advancing.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls	0 35	0 35
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)....	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)	0 30	0 30
Mace	0 80	1 00

Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 25	0 30
Tartaric acid, per lb. (crystals or powdered)	1 30	1 30
Cardamom seed, per lb., bulk....	2 00	2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.	0 30	0 30
Cinnamon, per lb.	0 30	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut, in pails	0 21	0 23
Pimento, whole	0 20	0 22

For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.

Summer Sales Made Of Various Teas

Montreal.
TEAS.—While selling is not overbrisk for some varieties, there has been quite a steady demand for others, particularly of the better kinds. It will be some time before new teas arrive that will be subject to the more favorable price basis, and costs of new crop teas, in any case, will be higher. The market is an unchanged one.

Pekoe, Souchongs, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 50
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 75
Early picking	0 55	0 65

Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Importers of Coffee Not Expecting Decline

Montreal.
COFFEE, COCOA.—That there will be no reduction in the price of coffee is borne out by coffee importers. Difficulties of getting supplies, decreased holdings by the importers and roasters, who have been hoping that a more favorable buying market would develop, and higher prices being asked right along by the Brazilian sellers, are factors that mean a maintenance of the present high prices being asked of the trade. These importers state that present prices are based on costs to them that were much below to-day's costs in the South, and they do not look for declines at all. It is possible, however, that for some time there may not be further advances.

Cocoa is firm and unchanged.

Coffee—		
Bogotas, lb.	0 41	0 44
Jamaica, lb.	0 36	0 39
Maracaibo, lb.	0 38	0 40
Mocha (types)	0 40	0 43
Mexican, lb.	0 40	0 42
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 41	0 42
Santos, lb.	0 40	0 42

Cocoa—		
In 1-lb., per doz.	4 60	4 60
In ½-lbs., per doz.	2 45	2 45
In ¼-lbs., per doz.	1 35	1 35
In 10s size, per dozen	0 95	0 95

Cereals Still Sell; Export Continues

Montreal.
CEREALS.—While the summer season usually records inactivity in the matter of cereal business, there has been quite a continued demand. The export

orders held by the mills have been much appreciated and this has helped to swell the output materially. Prices are unchanged.

Self-raising Flour—	
3-lb. pkgs., doz.	2 90
6-lb. pkgs., doz.	5 70
Cornmeal, Gold Dust	5 25
Barley, pearl	6 75
Barley, pot., 98 lbs.	4 25
Barley (roasted)	7 50
Buckwheat flour, 98 lbs.	5 50
Cornflour, white	5 00
Rice flour	8 75
Hominy grits, 98 lbs.	5 75
Hominy, pearl, 98 lbs.	5 75
Graham flour	5 75
Oatmeal (standard-granulated and fine)	4 75
Oatmeal (packages) fine cut.	5 70
Peas, Canadian, boiling, bush.	4 00
Split peas (per 98 lbs.)	6 00
Rollod oats, 90-lb. bags	4 40
Rollod oats (family pack.), case	5 60
Rollod oats (small size), case	2 00
Oat Flakes (case 20 pkgs.)	5 10
Rollod wheat (100-lb. bbls.)	7 10
Porridge Wheat—	
Packages, 36 in case	6 00
Packages, 20 in case (family pack.)	5 80
Tapioca flour, lb.	0 15

Millers Getting Good Business

Montreal.
FLOUR.—With the expected business coming to the mills and that of a domestic nature, there is really a large output of flour. Prices are steadily held on a firm basis without change.

Standard Wheat Flours—	
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00
Per bl., in (2 cotton bags, 98 lbs.	11 15
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30
Winter wheat flour (bbl.)	11 00

Bran Demand Less; But Shorts Active

Montreal.
FEEDS.—Bran has not been an active seller of late, and yet the millers feel that the trade look for business later, when the mills may be closed as is usual in the midsummer season. This has brought some orders to hand, it is stated. Shorts have continued to sell well and the price basis of both commodities is unchanged.

Feeds—	
Shorts—	
Mixed cars	44 25
Bran—	
Mixed cars	42 00
Crushed oats	56 00
Barley chop	56 00
Special, middlings	56 00
Feed flour (98 lbs. sack)	3 50
Gluten Feed (22% Protein)—	
F.O.B. Cardinal	54 00
F.O.B. Fort William	50 00

Hay Has Declined; Oats Advanced

Montreal.
HAY, GRAIN.—While there are still limited offerings of hay from the farmers, demand has been so light that the price basis has lowered and best grades are being sold down \$5 to \$6 per ton. This is a condition rather unexpected until the past day or two. Oat prices have again advanced one cent per bushel. Barley is unchanged.

Good, No. 1, per 2-\$\$\$-lb. ton.	35 00
Do., No. 2	32 00
Do., No. 3	30 00
Straw	11 00
Oats—	
No. 2 C.W. (34 lbs.)	0 93½

No. 3 C.W.	0 91
Extra feed	0 91
No. 1 feed	0 89
No. 2 feed	0 84½
Barley—	
No. 3 extra	1 50
No. 3	1 52½
No. 2	1 55

Note—These prices are at elevator and bags and bagging are not included.

Peaches in at \$4.50; Lemons Very High

Montreal.
FRUITS.—New peaches are arriving in larger supply from week to week and there has been an improvement in the quality. Strawberries are still being sold at high prices, and there is, as a matter of fact, very little change, as yet, in the quotable basis of fruits. There ought to be lower prices at once on a number of lines, both because of the removal of the war tax and because of increased supplies. Musk melons and watermelons are selling at high prices.

Apples—	
Ben Davis, No. 1	9 00
Russets	9 00
In boxes	5 50
Bananas (fancy large), bunch.	5 50
Cherries (California), box	4 50
Cocoanuts, sack	9 00
Grapefruit (fancy Porto Rico)	4 50
Lemons (California)	8 00
Mellons (Musk), each	0 50
Do. (water), each	0 75
Pears, Cal., eating, small box.	4 00
Pears, California (110 size)	5 50
Oranges, Porto Rico	4 50
Oranges, Cal. navels, 126	6 00
Do., 150	6 50
Do., 176	6 50
Do., 200-216	6 50
Tangerines, half boxes	4 75
Blood oranges	4 50
Pineapples (24s to 36s)	7 00
Peaches (6 baskets)	4 50
Strawberries, large	0 40

Lettuce is Down; Spinach, Radishes

Montreal.

VEGETABLES.—Lower prices are in effect this week for radishes, lettuce and spinach. Rhubarb is also lower in price and there is coming to be much freer supplies of various vegetables of the green sort. Potatoes are holding pretty steadily but there should be a reduction in these ere long.

Asparagus (doz.)	4 00
Artichokes, bag	2 00
Beans, new string (American) basket	4 50
Beets, bag	1 00
Do., new, doz.	1 75
Cucumbers, Florida (basket)	4 50
Chickory, doz.	3 00
Cauliflower (imported), doz.	5 50
Cabbage, new, crate	6 00
Carrots (new), doz.	1 75
Celery (Wash.), doz.	2 50
Do., crates (3-4 doz.)	8 00
Egg plant	3 00
Horseradish, lb.	0 20
Lettuce (curly), box (3 doz.)	1 50
Lettuce, Boston, box	3 00
Leeks	2 00
Mint	0 25
Mushrooms, lb.	1 75
Basket (about 3 lbs.)	4 00
Onions, Texas, crate	6 00
Red, 100 lbs. bag	9 50
Onions (Shallots), doz.	1 00
Oyster Plant	0 75
Parsnips, bag	2 50
Parsley (Canadian)	0 75
Parsley (American)	1 50
Potatoes, Montreal (90-lb. bag)	1 75
Potatoes (New Brunswick), bag.	2 25
Potatoes (new), Florida (per bbl.)	9 00
Radishes, doz.	0 20
Rhubarb, doz.	0 20
Spinach, box	0 75
Turnips, Quebec	2 50
Tomatoes (hothouse) lb.	0 40
Tomatoes, crates (fancy)	6 50
Tomatoes (choice), crate	5 00

ONTARIO MARKETS

TORONTO, June 18—The grocery trade is very active at the present time, with a good demand for canned goods, particularly salmon. Prices are for the most part steady, with upward tendencies in coffees and rices. The latter are likely to be very scarce, and only very poor qualities are available. All fresh fruits and vegetables are arriving plentifully, and are in active demand.

Brisk Inquiry Now For Sugar

Toronto.

SUGAR.—There is a very heavy demand for sugar at the present time, but supplies are equal to the inquiry, and there is little likelihood of an advance as the result of the same. Prices are very firm at present levels. Movement is very active from all refineries.

St. Lawrence, extra granulated	10 16
Atlantic, extra granulated	10 16
Acadia Sugar Refinery, extra granulated.	10 16
Can. Sugar Refinery, extra granulated.	10 16
Dom. Sugar Refinery, extra granulated.	10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.	
Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.	
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.	

Prices Unchanged on Molasses

Toronto.

MOLASSES, SYRUPS.—There is not a great deal of demand at the present time for molasses or syrups. The movement in the same is only fairly active. Prices are strong at unchanged figures.

Corn Syrups—

Barrels, about 700 lbs., yellow, per lb.	\$0 07¾
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	5 65
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, ½ doz. in case	5 95
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15
Cases, 5-lb. tins, yellow, 1 doz. in case	5 55
Cases, 10-lb. tins, yellow, ½ doz. in case	5 45
Cane Syrups—	
Barrels and half barrels, lb.	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ¼c over bbls.	

Cases, 2-lb. tins, 2 doz. in case	7 00
Molasses—	
Fancy, Barbadoes, barrels	1 10 1 15
Choice Barbadoes, barrels	1 00
West India, buis, gal.	0 44
West India, No. 10, kegs	6 50
West India, No. 5, kegs	8 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes	4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes	6 75
Tins, 5-lb., 1 doz. to case, Barbadoes	5 30
Tins, 10-lb., ½ doz. to case, Barbadoes	5 20
Tins, No. 2, baking grade, case 2 doz.	3 50 4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70 6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75 6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60 6 00
West Indies, 1½s, 48s	4 60 6 95

New Lines Quoted in Package Goods

Toronto.

PACKAGE GOODS.—Several lines of package goods that have been off the market during the years of the war are being quoted again this week for the first time. Fine oatmeal in 20's is selling at \$5.60, and cornmeal in 24's at \$3.65. Farina and barley in 24's is selling at \$2.35, and Pettijohn breakfast food in 18's at \$2.85. Other lines unchanged at steady prices.

PACKAGE GOODS	
Rolled Oats, 20s round, case	\$5 60
Do., Do., 20s square, case	5 10 5 60
Do., Do., 36s, case	4 00
Do., Do., 18s, case	2 00
Corn Flakes, 36s case	3 60 4 25
Shredded Wheat, 36s, regular, case	4 50
Porridge Wheat, 36s, regular, case	6 00
Do., Do., 20s, family, case	5 80
Cooker Package Peas, 36s, case	3 60
West Indies, 1½s, 48s	4 60 6 95
Cornstarch, No. 1, lb. cartons	0 11 0 11½
Do., No. 2, lb. cartons	0 09½
Canada Laundry Starch	0 09½
Laundry Starch, in 1-lb. cartons	0 11½
Do., Do., in 6-lb. tin canisters	0 12½
Do., Do., in 6-lb. wood boxes	0 12½
Potato Flour, in 1-lb. pkgs.	0 16
Fine oatmeal, 20s	5 60
Cornmeal, 24s	3 65
Farina, 24s	2 35
Barley, 24s	2 85
Pettijohn Breakfast Food, 18s	2 85

Rice Quotations Again Higher

Toronto.

RICES.—The market for rice is very strong, and further advances are not unlikely. Supplies are exceedingly small among the dealers, and the likelihood is for further curtailment in receipts. The fact that there is an embargo on Japanese rice, and that American rice have been pretty well taken care of in their own country makes future quotations in rice likely to be very high. Some dealers are quoting Blue Rose, Texas, at from \$14.50 to \$15, while others are selling what stocks they have at unchanged figures. There are some very poor quality Siam rices on the market.

Texas, fancy, per 100 lbs.	14 50 15 00
Blue Rose, Texas, per 100 lbs.	13 00 14 00
Honduras, fancy, per 100 lbs.	13 00 13 50
Siam, fancy, per 100 lbs.	10 50 12 00
Siam, second, per 100 lbs.	12 00 12 50
Japans, fancy, per 100 lbs.	12 00 12 50
Japans, second, per 100 lbs.	11 00 12 00
Chinese XX, per 10 lbs.	13 00 14 00
Do., Simiu	11 50
Do., Mujin, No. 1	10 00
Do., Paklin	0 12 0 13
White Sago	0 12 0 13
Tapioca, per lb.	0 12 0 13

Nuts Are Likely to See Advances

Toronto.

NUTS.—Quotations on nuts are unchanged at present prices, although the market is very firm. Indications point to very strong figures for nuts in the fall. Sicily filberts are being quoted at 24 cents in New York. Walnuts in the shell for September shipment to the jobber are likely to cost 26 cents per pound as they are quoted at 100 shillings per bag at Bordeaux. Prices on new stocks as far as the Toronto market is concerned are likely to be very strong.

Almonds, Tarragonas, lb.	0 28 0 32
Butternuts, Canadian, lb.	0 08
Walnuts, California, lb.	0 40 0 42
Walnuts, Grenobles, lb.	0 34 0 35
Walnuts, Bordeaux, lb.	0 28 0 30
Filberts, lb.	0 23 0 24
Pecans, lb.	0 30
Cocoanuts, Jamaica, sack	10 00
Peanuts, Jumbo, roasted	0 18 0 19
Brazil nuts, lb.	0 21 0 22
Shelled—	
Almonds, lb.	0 55 0 58
Filberts, lb.	0 44 0 46
Walnuts, lb.	0 80 0 85
Peanuts, Spanish, lb.	0 19
Do., Chinese, 30-32 to oz.	0 14 0 15
Brazil nuts, lb.	0 78 0 80

Dried Fruits Are Well Cleaned Up

Toronto.

DRIED FRUITS.—Prunes, apricots and peaches have been practically cleaned off the market. There are scarcely any offered among the different wholesale houses. The demand for them, however, is rather negligible at the present time, fresh fruits taking the precedence over the dried varieties. An advance is recorded in Grecian currants this week. They are up from two to three cents at from 25 to 26 cents. Importers of Turkish figs have received word from their shippers that two cars of natural figs in bags have been shipped on the SS. "Warpeyton" via New York. These are the first figs from Smyrna for Canada since the Summer of 1914. They should be on the Canadian market in the course of a month.

Apples, evaporated, Ontario	0 21
Apricots, unpitted	0 16½
Do., fancy, 25s	0 30
Do., choice, 25s	0 23 0 30
Do., standard, 25s	0 22½ 0 26
Candied Peels, American—	
Lemon	0 38 0 43½
Orange	0 45½
Citron	0 47
Currants—	
Grecian, per lb.	0 25 0 26
Australians, 3 Crown, lb.	0 20 0 21
Cherries, 2s	2 75 2 90
Dates—	
Excelsior, pkgs., 3 doz. in case	7 00
Dromendary, 3 doz. in case	8 00
Figs—	
Taps, lb.	0 15
Malagas, lb.	0 15
Comadre figs, mats, lb.	0 14 0 15
Cal., 4 oz. pkgs., 70s, case	5 00
Cal., 8 oz., 20s, case	3 25
Cal., 10 oz., 12s, case	2 25
Prunes—	
30-40s, per lb.	0 25
40-50s, per lb.	0 30
50-60s, per lb.	0 22 0 24
60-70s, per lb.	0 22
70-80s, per lb.	0 13
80-90s, per lb.	0 16½ 0 17
90-100s, per lb.	0 14½
100-120s, per lb.	0 11 0 11½
Peaches—	
Standard, 25-lb. box, peeled	0 20
Choice, 25-lb. box, peeled	0 23
Fancy, 25-lb. boxes	0 24
Practically peeled, 25-lb. boxes	0 22½
Extra choice, 25-lb. box, peeled	0 26
Raisins—	

California bleached, lb.	0 17 0 18
Extra Fancy sulphur bleached, 25s	0 17
Seedless, 15-oz. packets	0 19
Seeded, fancy, 1-lb. packets	0 14½ 0 15
Seeded, 15 oz. packets	0 15
Seedless, Thompson's, bulk	0 18 0 20
Seedless, 16-oz. packets	0 16 0 18
Do., Bakers, Thompson's, 50s	0 16 0 18
Crown Muscatels, 25s	0 17

Canned Goods Are in Active Demand

Toronto.

CANNED GOODS.—Wholesale houses report a very brisk demand for canned goods. Salmon, where available, is selling particularly well. Some of the poorer grades are in much better supply than the better classes of salmon. Tomatoes are strong at \$2.15 per case, and there is also a free movement of peas at \$1.68½ for early June peas. Canadian corn of course is very scarce, selling as high as \$2.45 per case. There is still some American corn, selling round \$2, and some are asking as high as \$2.15. Dealers still holding some kinds of jam have advanced their prices on the same. Strawberry in 16 oz. dozen is selling at from \$3.90 to \$4.35, and in 4's at from \$1.10 to \$1.15.

Salmon—

Sockeye, 1s, doz.	4 50 4 75
Sockeye, ½s, doz.	2 95
Alaska reds, 1s, doz.	4 25 4 50
Chums, 1-lb. talls	2 35 2 60
Do., ½s, doz.	1 35 1 45
Pinks, 1-lb. talls	2 25 2 60
Do., ½s, doz.	1 35 1 50
Cohoos, ½-lb. tins	1 35 1 90
Cohoos, 1-lb. tins	3 45 3 75
Red Springs, 1-lb. talls	3 65 3 95
White Springs, 1s, dozen	2 30 2 35
Lobsters, ½-lb., doz.	3 75 4 50
Whale Steak, 1s flat, doz.	1 75 1 90
Pilchards, 1-lb. talls, doz.	1 90 2 15

Canned Vegetables—

Beets, 2s.	1 90 2 30
Tomatoes, 2½s	2 15
Peas, standard	1 40 1 5
Peas, early June	1 68½
Sweet Wrinkle	1 97½
Beans, golden wax, doz.	2 00 2 10
Asparagus tips, doz.	3 42½ 3 45
Asparagus butts	2 00 2 05
Canadian corn	2 25 2 45
Corn, American, 2s, doz.	2 00
Pumpkins, 2½s	1 05 1 15
Spinach, 2s, doz.	1 90
Do., 2½s, doz.	2 52½ 2 80
Do., 10s, doz.	10 00
Peas, early June	1 65 1 70
Succotash, 2s, doz.	2 30 2 36
Pineapples, sliced, 2s, doz.	3 50 4 00
Do., shredded, 2s, doz.	3 00 3 02½
Rhubarb, preserved, 2s, doz.	2 07½ 2 10
Do., preserved, 2½s, doz.	2 65 2 67½
Do., standard, 10s, doz.	4 50 4 52½

Apples, gals., dozen	6 00
Peaches, 2s	2 37½
Pears, 2s	2 37½
Plums, Lombard, 2s	1 90
Plums, Green Gage	2 17½ 2 37½
Raspberries, 2s, H.S.	4 50
Strawberries, 2s, H.S.	4 50
Blueberries, 2s	2 10 2 35
Preserved Fruits, Pint Sealers—	
Peaches, pint sealers, doz.	3 40 3 45
Jams—	
Apricot, 4s, each	0 84
Black currants, 16 oz., doz.	4 00
Do., 4s, each	0 98 1 10
Gooseberry, 4s, each	0 84
Peach, 4s, each	0 82
Red currants, 16 oz., doz.	3 45
Raspberries, 16 oz., doz.	3 90 4 35
Do., 4s, each	1 02 1 10
Strawberries, 16 oz., doz.	3 90 4 35
Do., 4s, each	1 08 1 15

Beans Slow Sale; Prices Are Firmer

Toronto.

BEANS.—The movement of beans is slow just now, but the market is very firm in spite of the same. Some of the better qualities have been pretty well cleaned out. Hand-picked Ontario beans

are selling at \$4.50, and the 1 lb. to 2 lb. pickers at \$4.25 per bushel. There are some Rangoons available at \$3.

Ontario, 1-lb. to 2-lb. pickers, bu \$....	\$4 25
Do., hand-picked	4 60
Japanese Kotosashi, per bush.	4 50
Rangoons, per bushel	3 00
Limas, per lb.	0 11½ 0 12

Bulk Cereals at Steady Prices

Toronto.

CEREALS.—Cereals in bulk are selling fairly well at unchanged prices. There has been some abatement in the demand, with the advent of real hot weather. Supplies are ample for all requirements.

	Single F.o.b.	Bag Toronto	Lots
Barley, pearl, 98s	5 50	6 00	
Barley, pot, 98s	4 25	4 50	
Barley Flour, 98s	4 50		
Buckwheat Flour, 98s	7 25	8 00	
Cornmeal, Golden, 98s	5 50	5 85	
Do., fancy yellow, 98s	5 25	5 50	
Corn Flour, white, 98s	4 60	4 85	
Do., Government standard, 98s	4 25	4 50	
Hominy grits, 98s	5 25	5 50	
Hominy, pearl, 98s	5 00	4 55	
Oatmeal, 98s	4 50	4 50	
Oat Flour	4 40	4 50	
Rolled Oats, 90s	6 50	7 00	
Rolled Wheat, 100-lb. bbl.	6 15	6 15	
Breakfast Food No.1	6 15	6 15	
Do. No. 2	8 00	8 00	
Rice Flour, per 100 lbs.	6 75	6 75	
Linseed Meal, 98s	6 50	7 25	
Rye Flour, 98s	6 20	6 20	
Peas, split, 98s	0 10	0 10	
Blue peas, lb.			

Above prices give range of quotations to the retail trade.

Easier Quotations on Some Spices

Toronto.

SPICES.—The market for spices is moderately active, with some lines showing slightly easier tendencies. Peppers are fairly strong, black pepper selling at from 38 to 43 cents, and white pepper at from 45 to 53 cents. Paprika is selling at from 60 to 70 cents. Pastry and pickling spices are both easier at from 32 to 38 cents for the former, and at from 22 to 26 cents for the latter. Ginger is selling at from 28 to 35 cents per pound.

Allspice	0 19	0 21
Cassia	0 30	0 40
Cinnamon	0 35	0 50
Cayenne	0 26	0 35
Ginger	0 28	0 35
Ginger	0 30	0 35
mint, savory, Marjoram	0 10	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 26
Peas	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 45	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selects, whole, 100s	0 45	0 50
Do., 80s	0 55	0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Celery seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test		1 75
2-oz. packages, doz.		3 00
4-oz. packages, doz.		6 00
8 oz. tins, doz.		6 00

Raw Coffees Are Again Soaring

Toronto.

COFFEES.—The position of the market for raw coffees is very strong, and the raws in the past week have again

advanced from one to two cents per pound. Future buying of coffees is likely to be at much higher levels, as some of the spot coffees now are selling lower than the quotations at which the raw coffees can be purchased.

Coffee—		
Java, Private Estate	\$....	\$0 50
Java, Old Government, lb.	0 50	0 50
Bogotas, lb.	0 47	0 48
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maracaibo, lb.	0 41	0 44
Jamaica, lb.	0 39	0 43
Blue Mountain Jamaica	0 49	0 49
Mocha, Arabian, lb.	0 48	0 48
Rio, lb.	0 33	0 33
Santos, Bourbon, lb.	0 42	0 44
Santos, Bourbon, lb.	0 41	0 44
Ceylon, Plantation, lb.	0 44	0 44
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.	0 22	0 22

Quotations on Teas Holding Steady

Toronto.

TEAS.—There is no change in the market for teas this week. The market is very firm, and no change is noted as yet as a result of the reduction in the tariff. The likelihood is not for lower prices, however, as exchange on Ceylon is so high as to make future purchases of Indian teas very high. Present stocks of teas are adequate for the demand, but new buying must necessarily be at higher figures than is now being asked on spot.

Pekoe Souchongs	0 46	0 48
Pekoes	0 48	0 56
Broken Pekoes	0 56	0 58
Orange Pekoes	0 58	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Hysen Thirds, lb.	0 45	0 45
Early pickings, Japans	0 53	0 55
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Can. Strawberries Arriving Freely

Toronto.

FRUITS.—Abundance of fresh fruits are now reaching the Toronto market, and this week a number of lines show declines. Canadian strawberries are now beginning to arrive freely. They are selling at from 32 to 37 cents per quart. There are also some Delaware strawberries selling around 40 cents. There are both Florida and Cuban pineapples on the market at \$7.50 for 24's and 30's. California cherries are selling at from \$3.50 to \$4, and watermelons are selling at \$1.25 each. Georgia peaches in six basket carriers are from \$4.50 to \$5.50. California cantaloupes are bringing \$6.50, a sharp decline from last week's quotations. There are now arriving daily, California plums, peaches and apricots. California lemons are higher in price at from \$7.50 to \$8.50, and Valencia oranges range from \$5.50 to \$6.50.

Bananas, per lb.	0 08	
Grapefruit—		
California, seedless, 64s	5 00	6 00
Do., 48s	5 50	5 50
Do., 80s	6 50	6 50
Valencias—		
100s, 126s, 150s, 176s, 200s, 216s	5 50	6 50
Pineapples—		

250s, 288s	5 50	6 00
324s	5 50	5 50
Lemons, Cal., 270s, 300s, case ..	7 50	8 50
Floridas, 24s, 30s, case	7 50	7 50
Cuban, 24s, 30s	7 50	7 50
Strawberries, quarts	0 42	0 42
Strawberries, Can.	0 32	0 37
Rhubarb, doz.	0 20	0 20
Cherries, Cal., box	3 50	4 00
Watermelons	1 25	1 25
Georgia peaches, 6 basket crates, per crate	4 50	5 50
Flats (12 to 15)	3 50	3 50
Cantaloupes, Cal., 45s, standards ..	6 50	6 50
Apricots, Cal., per case	4 50	4 50
Plums, Cal., per case	4 50	4 50
Peaches, Cal., per case	3 50	3 50

New Vegetables in Active Demand

Toronto.

VEGETABLES.—All new vegetables are selling freely these days, and there is little demand for old stuff. Old potatoes have declined and are selling at from \$1.50 to \$1.75 per bag. New potatoes are selling well around \$9 per barrel for No. 1 Virginias. Cabbages are also easier, selling at \$5 per crate. New carrots are selling at \$1.25 per dozen, and new beets at 90 cents a dozen. Canadian Boston head lettuce is now selling, two dozen to the case, at \$1. Texas onions are selling at from \$4.50 to \$6 per crate. Texas and Mississippi tomatoes are now arriving daily, the former in flats, selling at \$2.75, and the latter at from \$2.25 to \$2.35.

Can. Asparagus, 2 doz. bunches ..	1 25	2 00
New Beets, per dozen	0 90	0 90
Cabbage, crate	5 00	5 00
Celery, Florida, 3s to 6s, 8s.	6 00	7 50
Do., 10s	4 75	4 75
New Carrots, per dozen	1 25	1 25
Radishes, per dozen	0 30	0 30
Can. Lettuce, head, Boston, 2 doz. case	1 00	1 00
Do., leaf, doz.	0 32	0 35
Onions—		
Green onions, doz.	0 60	0 60
Texas onions, crate	4 50	6 00
Parsley, per basket	1 00	1 00
Peppers, green, doz.	1 00	1 00
Wax beans, per hamper	5 00	5 00
Cucumbers, Carolinas	5 00	5 00
Do., hampers	4 00	4 00
New Potatoes, Virginia	9 00	9 00
Turnips, hamper	2 75	0 00
Potatoes, Ontario, bag	1 75	1 75
Spinach, box	2 00	2 00
Tomatoes—		
Texas, per crate, flats	2 75	2 75
Mississippi, per crate, flats ..	2 35	2 35
Do., 10 box lots	2 25	2 25

Flour Prices Are Unchanged

Toronto.

FLOUR.—There is no change in the market for flour this week. There continues a very fair movement of Manitoba flour for domestic account. Considerable is also being exported.

Flour—		
Government standard, 74 per cent. extraction. Ontario winter wheat flour, in carload shipments, on track, in cotton bags	11 15	11 15
In jute bags	11 00	11 00

Bran and Shorts Selling Slowly

Toronto.

MILLFEEDS.—There is not much demand for bran and shorts at the present time. Sale of the same is a little slow, and prices show no change as compared with a week ago.

		In carlots, track
Bran, per ton	42 00	42 00
Shorts, per ton	44 00	44 00

Honey and Syrup Trade is Quiet

Toronto.

HONEY, MAPLE SYRUP.—There is not much demand for honey just now, and maple syrup is also moving a bit slowly. Prices are unchanged at last week's figures.

Honey—
Clover—

5-lb. tins	0 24
2½-lb. tins	0 26
10-lb. tins	0 25
60-lb. tins	0 24
Buckwheat, 60-lb. tins, lb.	0 18
Comb. No. 1, fancy, doz.	3 76
Do., No. 2, doz.	3 90
Maple Syrup—	
8½-lb. tins, 10 to case, case.	17 60
Wine qt. tins, 24 to case, case.	16 00
Wine ½ gal. tins, 12 to case, case.	15 00
Wine 1 gal. tins, 6 to case, case.	14 00
Imperial 5 gal. cans, 1 to case, case.	14 00
Maple Sugar—	
50 1-lb. blocks to case, lb.	0 29

WINNIPEG MARKETS

WINNIPEG, June 16—The strike situation has practically wiped out the trading in hogs for the time being; what trading is being done, however, is at high figures. Somewhat similar conditions prevail in regard to butter trade. The only movement is in car lots. Prices remain high, though improved supplies warrant the belief that prices will be lower when conditions return to normal.

Sugar Demand Greatly Increased

Winnipeg.

SUGAR.—There is little change in the sugar market. Values are unchanged this week, though the demand is greatly increased. Refiners are not making as prompt shipments as usual.

Higher Prices On Coffee Soon

Winnipeg.

COFFEE.—The coffee market continues very firm, with prospects of higher prices in the very near future. Coffee has been held at low levels in Winnipeg recently, but the tendency is upward.

All Dried Fruits Very Scarce

Winnipeg.

DRIED FRUITS.—Supplies of all kinds of dried fruits are very closely cleaned up. Prunes are almost off the market, and except for a few very small sizes there are no spot stocks available in the primary markets. Evaporated apples are also in very small supply, as all the surplus has gone for export. Peaches and apricots are practically unobtainable. Very high prices are being asked for new crop fruits, though the new prices on some lines have not yet been named. It is expected all lines will rule high.

Canned Goods Firm; Heavy Export Demand

Winnipeg.

CANNED GOODS.—Spot stocks of canned goods are firming for the reason that supplies of many lines are getting short on account of the heavy export demand. There have been large sales of canned tomatoes for export recently and this has had the effect of firming the market to the extent of about 50c a case. It is estimated that there is not more than sufficient canned tomatoes to be had to last until the new pack is ready. It is expected that the prices on new

pack tomatoes will be about the same as this year, it being claimed that the growers are getting the same price for the tomatoes and labor is no less costly than last season. Canned peas have firmed, as prospects for a large pack this season are poor, according to present indications. The very wet weather which Ontario experienced in May was not favorable for this crop. Canadian corn is in very small supply and orders are being filled with U. S. canned corn. Prices on U. S. corn are ruling lower than holders of Canadian corn are asking.

Beans Scarce; Higher Prices

Winnipeg.

BEANS.—Holders are asking somewhat higher prices for beans than a few weeks ago. B. C. beans, of which a considerable quantity are used in the prairie provinces, are pretty well cleaned up today at first hand, and for what is remaining of good quality, from ½ to 1 cent more per pound is being asked.

Light Supplies of Nuts; Prices High

Winnipeg.

NUTS.—Supplies of all nuts are very light and are being held at high prices. New Brazils are coming on the market at prices which, compared with last year, are reasonable. It is early yet to predict what supplies and prices of some lines of new nuts will be.

IN NEW WAREHOUSE

The Cowan Company has renovated its new premises at 236 Lemoine street, Montreal, and offices and stock have been removed to the new address.

There are four floors in the new premises, with basement. This affords a much larger space for stock and also gives increased office accommodation. Being located centrally, the company will be better able to facilitate delivery. An electrically-operated elevator conveys stock to and from all floors.

IF I WERE A GROCER

If I were a grocer I would specialize occasionally on selling breakfast materials. I would show a large pasteboard alarm clock set at 7 o'clock with a sign, "This gets you up." Beside it I would show a good brand of coffee labeled, "This keeps you up." Inside the store I would reinforce this idea by building a counter display of coffee, with intermittent alarm clocks set a few minutes apart.

I would also pack up a large quantity of individual orders, suitable for breakfast assortments. The packets might contain a grapefruit, three eggs, a box of breakfast food, a quarter pound of coffee, a half dozen rolls, or any similar assortment. These I would number and mark "sold."

Then I would mail to each of my customers a letter telling about the breakfast combination. I would give each a number corresponding to the bundle serials, and I would announce the outfit at a really low price—29 or 39 cents for either 29 or 39 hours.

I would place all the prepared packages in the window, and announce that those not called for within the time specified would automatically be reduced a cent every five minutes and be sold to the first comer.

Each package, of course, would bear the time limit set, and I would have it arranged so that the time expirations would occur at intervals. I would use a sign slogan, too, like this: "Selected for Breakfast; Result, a Select Breakfast."—System.

ARE OILED FLOOR LAWFUL?

A case of interest to merchants and others who oil their floors. Mary E. J. Stewart of Stirling brought an action against George Reynolds, boot and shoe merchant of that village, for damage for injuries alleged to have been occasioned by slipping on the defendant's oiled floor in his shop, which occupied the Supreme Court at Belleville. The plaintiff went into the defendant's shop in July last to look at boots and on leaving the store forgot a loaf of bread. She returned for it and in doing so fell on the floor, breaking her arm in two places, injuring her knee, side and other parts of her body. She claimed it was because the oil made the floor slippery. Mr. Mikel for the defendant contended that as she came into the store entirely for her own purpose—getting her bread—she must use the floor as she found it, and even if she were there as a customer she was only entitled to be protected against "unusual dangers," and there were no unusual dangers as she knew the floor was oiled and it was a usual and proper thing to oil floors. The case was dismissed and plaintiff ordered to pay defendant's costs. Those who use oil on their floors will now be relieved from anxiety in that respect.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 17.—Gold Dust advanced 50c per case. Tomatoes are 40c per case higher in some quarters but some can yet be picked up at \$3.60. Lobster ¼'s are cleaned up here; ½'s are quoted \$4.50 to \$4.90. Gallon apples are \$3.40, with very few offering. Rice and Farina advances are likely. Creamery butter in cartons is selling 55c to 59c. B. C. strawberries are arriving in fair quantities around \$5 for a twenty-four basket crate. The first car of Gordon-head berries is due this week. Eggs are \$12. Some grocery lines generally distributed from Winnipeg are getting scarce.

Beans, Lima	0 12	0 15
Beans, B.C.	7 00	7 60
Flour, 98s, per bbl.		10 50
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 30	9 50
Rice, China mat., No. 1		4 80
Do., No. 2		3 95
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.		11 02
Cheese, No. 1, Ontario, large	0 35	0 36½
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s, per case		22 80
Eggs, new-laid, local		12 50
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.		5 60
Apples, gala, Ontario, case	2 90	3 10
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted		6 40
Apples, evaporated	0 22	
Do., 25s, lb.	0 23	
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s		0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencias	7 00	7 50
Lemons, case	8 25	8 50
Grapefruit, California		7 00
Strawberries, Hood River, crate		7 00

Saskatchewan Markets

FROM REGINA, BY WIRE.

Regina, Sask., June 17.—There is a considerable depression in the egg market, and as a result many country merchants are placing eggs in cold storage at various points throughout the province until the period of depression is passed. The market generally is quite firm, with practically no changes. Teas, it is expected, will advance soon. New

cherries are on the market and are retailing at 50c per pound.

Beans, small white Japans, bu.	4 50
Beans, Lima, per lb.	0 12½
Rolled oats, brails	3 86
Rice, Siam, cwt.	8 40
Sago, lb.	0 11½
Tapioca, lb.	0 11½
Do., pure cane, gran., cwt.	10 99
Cheese, No. 1, Ontario, large	0 34½
Butter, Creamery	0 58
Crisco	12 70
Lard, pure, 3s, per case	21 60
Bacon, lb.	0 47
Eggs, new-laid	0 48
Tomatoes, 3s, standard, case	4 00
Corn, 2s, standard case	4 85
Peas, 2s, standard case	3 45
Apples, gal., Ontario	2 85
Apples, evaporated, per lb.	0 18½
Strawberries, 2s, Ont., case	8 50
Raspberries, 2s, Ont., case	8 70
Peaches, 2s, Ontario, case	5 50
Plums, 2s, case	4 00
Salmon, finest Sockeye, tall, case	
Salmon, pink, tall, case	10 25
Pork, American clear, per bbl.	41 00
Onions, ton	59 00
Potatoes, bushel	1 15
Apples, Washington, box	2 90
Grapefruit	7 50
California oranges	7 00
Pinapples	7 00
Lemons	4 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 17.—There was little fluctuation in the market this week. The few changes as usual are still upwards except in fruits. Molasses 88c to 89c. There is no Ontario cheese on the market. Eggs are advancing, and are quoted: fresh, 52c; case, 48c to 49c. American clear pork 60c to 65c. Corned beef, \$4.55 to \$4.90. Bermuda onions, \$6. Lemons, \$7.50 to \$8. Oranges \$6 to \$7. Grapefruit, \$7 to \$7.50.

Flour, No. 1 patents, bbls., Man.	\$12 50
Cornmeal, gran., bags	6 15
Cornmeal, ordinary, bags	4 00
Rice, Siam, per 100	9 75
Molasses	0 88
Sugar—	
Standard, granulated	10 05
No. 1, yellow	9 55
Cheese, New Brunswick	0 33
Cheese, Ont., twins	0 32
Eggs, fresh, doz.	0 52
Eggs, case	0 48
Breakfast bacon	0 42
Butter, creamery, per lb.	0 46
Butter, dairy, per lb.	0 43
Butter, tub	0 42
Margarine	0 38
Lard, pure, lb.	0 38
Lard, compound	0 32½
American clear pork	0 60
Beef, corned, 1s	4 55
Tomatoes, 3s, standard, case	4 00
Raspberries, 2s, Ont., case	8 80
Peaches, 2s, standard case	6 20
Corn, 2s, standard case	4 70
Peas, standard case	3 20
Apples, gal., N.B., doz.	4 00
Strawberries, 2s, Ont., case	8 20
Salmon, Red, spring, cases	
Pinks	11 00
Cohoos	14 50
Chums	8 50
Evaporated apples, per lb.	0 20½
Peaches, per lb.	
Apricots, per lb.	0 24

Potatoes—		
Natives, per bbl.	4 00	4 25
Onions, Can., bag		
Do., Bermudas, per crate		6 00
Lemons, Cal.	7 50	8 00
Oranges, Cal., case	6 00	7 00
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09
Apples, box		7 00

WHAT OF COMPARATIVE PRICES IN ADVERTISING?

Has the use of "comparative prices" in retail advertising been abused to such a degree that an advertisement is weakened when the claim is made that the article is worth so-and-so, but is being sold for so-and-so (a low price)?

Some of the leading retail stores have concluded that such statements have so often been untrue that they are losing their power to produce trade because of this feeling and the knowledge that the "comparative price" is a constant temptation to department managers and others to exaggerate, they have eliminated such statements entirely.

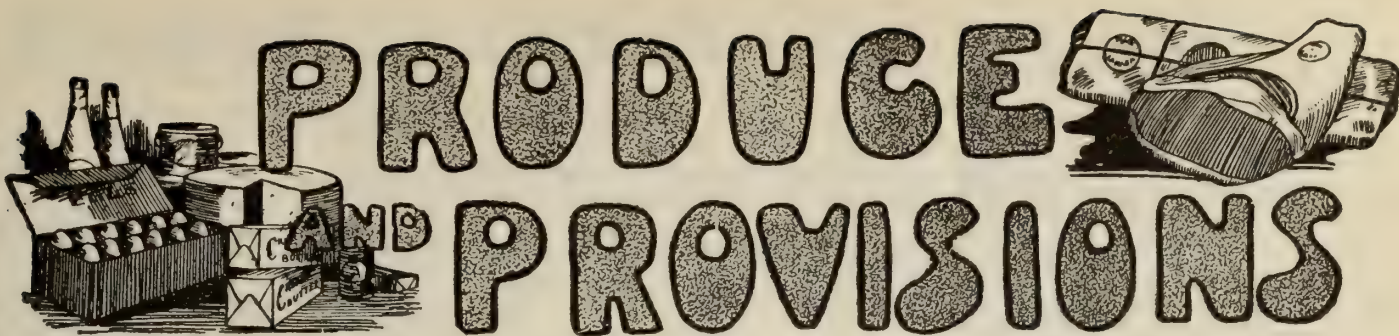
They believe—and their sales records bear out the assertion, says a bulletin from the Associated Advertising Clubs—that a well-written description of the goods, followed by the announcement that prices are uncommonly attractive, is a stronger appeal than the other style of store advertising. Prices are, of course, usually stated, though not on all occasions.

The Associated Advertising Clubs are seeking further information on the subject, and to this end, William P. Green, organization secretary of the National Vigilance Committee of the Advertising Clubs, recently issued a letter to a number of representative stores in many of the more important communities of the country, which reads in part as follows:

"We are interested in having your viewpoint on such questions as use of the term 'value,' the conditions, if any, under which goods in lots may be advertised 'values up to,' and such other phrases as your experience has shown you to enter into a determination of right policies.

"We would like to have you tell us whether some stores, by reason of size, class of goods handled, or business conditions, are justified in using comparative prices, and if so, to what extent.

"Also please let us have your reaction on this—if a store announces that it does not use comparative prices in its advertising, but subsequently advertises goods 'one half off,' without stating either the original or sale price, is this, in your opinion, really comparative price advertising? Kindly explain your answer."



Expect Lower Prices for Beef

Supply of Beef Cattle at Grass Heavier Than in Many Years — Moderate Export Demand at Present, But Argentina Stocks Soon Available Are Likely to Decrease the Demand

ATENDENCY towards weaker prices seems to be making itself felt in the market for beef. According to information emanating from American Meat Packers' Association at Chicago, a decrease in the price of beef is immediately at hand. While pork and pork products remained at very high levels, the trend in the prices of beef is downward. Inquiry of those in close touch with the situation in Toronto reveals the fact that in the past week, values of cattle declined a dollar per hundred, and, as compared with three weeks ago, prices are \$2 and \$3 per cwt. lower.

Next Few Weeks May See Decline

Wesley Dunn, of the commission firm of Dunn & Levack, operating at the Union Stock Yards, Toronto, told CANADIAN GROCER that he believed that cattle would see much lower quotations in the course of the next few months. While prices declined materially at the beginning of last week, there was a reaction at the close and values were slightly higher. This was due altogether to the number of cattle offered in comparison to the demand, on this particular day, and could not be taken as any indication of the stability of the market. The number of cattle in country, that are out on grass, is greater than ever before, Mr. Dunn pointed out, and these increased supplies are bound to have an effect on the price of meat.

Moderate Export Demand

There is a moderate export of beef to Great Britain, which is a big factor in holding prices where they are, but with the possibility of big shipments to Great Britain from Argentina later in the year, Canada's share of this trade is likely to be diminished. Exports of beef from the United States have practically ceased. The Government has stopped buying. The cheaper grass-fed cattle should be on the market in the early part of next month.

W. H. Shields, of J. B. Shields & Son, also commission dealers at the Union Stock Yards, Toronto, too was of the

opinion that cheaper prices of beef were in sight. The market at Toronto in the past few weeks has given every evidence of such, and he believed that much further declines were inevitable. With the influx of grass-fed cattle in the course of the next few weeks, marked declines were likely to occur, Mr. Shields stated. Buying of light cattle to be put out to pasture was very heavy in the spring, and the number in the country at the present time is larger than in any previous year. This condition will be the biggest factor in bringing about cheaper prices.

Export Movement May Steady Prices

S. G. Brock, of the Harris Abattoir, Toronto, told CANADIAN GROCER that he thought it was a difficult matter

to say just what the trend of beef prices will be in the next few months. "The law of supply and demand will control the situation," he remarked. "There was a sharp decline last week," he added, and like the commission men, he believed the great numbers of grass cattle would undoubtedly have a tendency to weaken the market. But on the other hand, Mr. Brock pointed out, a continuation of a fairly moderate export demand will have the tendency to hold values firm. Just at present there is a steady movement of beef overseas. Mr. Brock, however, stated that beef was not being shipped abroad to the same extent as pork and pork products. Quotations on live hogs, he said, were likely to remain high for some time to come.

Makes His Own Cooked Meats

Developing a Meat Department in Connection With Grocery Business, Assisted by Knowledge of Preparation of Cooked Meats

GEORGE HESK, 2189 Queen Street East, Toronto, has a combined meat and grocery department, and his long experience as a butcher, and in the preparation of cooked meats, makes his meat business the outstanding feature of his trade. Mr. Hesk turns over an enormous amount of meat in the course of a week, and he has solved the problem of utilizing undesirable cuts in a way that is very profitable. Before entering the retail business, Mr. Hesk was employed in the preparation of cooked meats, and the experience he then gained has served to good purpose in his present business. He prepares practically all his own cooked meats, and is able also to dispose of some of them wholesale. In this way he is able to make use of cuts that while perfectly good food are not in great demand as much as certain other cuts. For instance, he makes jellied corn beef from the poorer pieces

of beef, and he finds it a big seller. He also makes head cheese, and veal loaf. He finds this end of his trade profitable and the expense entailed is comparatively light.

SERIOUS LOSSES THROUGH HOT WEATHER

Heavy death ratio in hogs arriving at market, owing to crowding and improper care, during the recent hot weather has been a serious element in the business. Officials of the Toronto Stock Yards estimate that the loss represented nearly 10 per cent. of the receipts. At present prices this means a very substantial financial loss, to say nothing of the wastage of food in a time when it is most urgently needed.

This high mortality results, in some instances, from the overcrowding of cars during the recent hot spell, some

cars being loaded considerably in excess of the 60 hogs that are supposed to constitute a full load. But even in some instances where the loading was below this figure, dead hogs were found in the cars, and it was generally believed that this loss was due to exposing the hogs too long in the hot sun before loading. This is a needless waste of money and food-stuff, and one that could very readily be prevented.

NO FURTHER LABOR DIFFICULTIES IN TORONTO PACKING PLANTS

The differences between the packers and the Butcher Workers' Union have been adjusted and the danger of further labor difficulties in the Toronto packing plants have thus been overcome. The differences arose in the interpretation put on various clauses of the agreement which had been drawn up and agreed to by both employers and employees.

The chief cause of contention arose over holidays. In the agreement double time for Sundays was called for. Holidays were not mentioned. When the representatives of the men met the employers on Saturday, with E. N. Compton, Government Fair Wage Officer, presiding, this difference was adjusted. It was inserted into the agreement that New Year's, Christmas Day, Good Friday, May 24th, July 1st, Civic Holiday, Labor Day and Thanksgiving Day would be recognized as holidays and would come under the same wage scale as Sundays.

The 6-cent an hour increase granted in the original agreement to all workers in advance of the scale paid on March 31, 1919, was amended to read "to all men and women employees below the grade of foremen." This was another point of contention through ambiguous interpretation of the original agreement which did not specifically mention women workers.

All outstanding differences are now settled and the new agreement will go into force.

COLD STORAGES MUST PROTECT GOODS IN THEIR CHARGE

Legal Judgment Given to the Effect That Storage Companies are Responsible for the Safeguarding and Conserving of Goods in Their Care

Mr. Justice Greenshields dismissed the contention of the Gould Cold Storage Company, Limited, that they were not insurers of goods placed in their care, laying down the dictum that cold storage companies were in fact responsible as warehousemen to safeguard and conserve properly goods entrusted to their care.

Moyneur, Limited, of Ottawa, were plaintiffs against the company, stating that they had placed several hundred boxes of fowl in the care of the cold storage company on November 23, 1916, and that in January, 1918, they discovered that 10,215 lbs. of geese had been destroyed by vermin. In suing the

company they claimed that the stuff was good for 20 cents a pound in its ordinary state on that day, but had to be sold for 5 cents. Mr. Justice Greenshields awarded \$1,262 to the plaintiff, dismissing the contention that the cold storage people had exercised proper care, that they were not insurers, that the damage was due to the nature of the contents and the way it was packed, and that the shippers had taken no steps to protect the goods.

POTATO FLOUR INDUSTRY

LONDON, June 9.—The manufacture of potato flour or farina was, before the war, a German industry. It has since been captured by the British, and will no doubt be maintained at a prosperous level as long as there is an abundant potato crop to serve it. Germany was turning out 48,000,000 tons of potatoes per annum, as compared with 2,400,000 produced in the United Kingdom. There are now four large factories in England dealing with 2,000 tons of potatoes a week.

In addition to its value as a food, farina is largely used in the textile grades, and yields various by-products of use in agriculture. This industry has been conducted under the wing of the British Board of Trade, but will later be handed over to the Board of Agriculture.

MATTHEWS-BLACKWELL CO. IN BIG PACKING MERGER

New Company has authorized Capital of 25 Million, and will Comprise Six American Concerns, and Probably One From the British Isles

Articles of incorporation have been filed under the laws of Delaware for the Allied Packers Company, Inc., with an authorized stock of \$25,000,000. It also has authority to issue \$25,000,000 twenty-year 6 per cent. debenture bonds. This is the much talked of combination which promises to be a formidable rival of the leading packing concerns of the United States. Eight or more corporations will figure in the merger, which will include the following: The Matthews-Blackwell Co. of Canada; Klinck Packing Company, of Buffalo; Batchelder & Snyder, of Boston; Parker, Webb & Co., Detroit; W. S. Forbes, Richmond, Va.; Macon Packing Company, and William Schenck & Sons, Wheeling, W. Va. Negotiations are also in progress looking to the acquisition of a prominent concern in England, which operates two plants in the United States.

John A. Hawkinson, who recently resigned as vice-president of Wilson & Co., will head the new combination. F. S. Snyder, former head of the meat division of the United States Food Administration, will be first vice-president, and Albert W. Schenck, second vice-president. Besides these men the board of directors will include E. B. Walden, vice-president of the Corn Products Refining

Company; Henry Copper, vice-president of the Equitable Trust Company, and Ray Jones, president of the Merchants' National Bank, as well as prominent representatives of the concerns that will go to make up the combination.

Letters to the Editor

Editor, Canadian Grocer:—In your issue of Feb. 7th, one article that caught my eye was "Manufacturer who co-operates with retailer secures best results." I believe this to be true to a certain extent, but what is the opinion or your opinion of a manufacturer that would co-operate with a wholesaler to beat out the retailer. I am not stating that in this case such is the fact, yet there is a wholesaler in a nearby city who has his goods put up with his own brand and is selling direct to the consumer, and the fact of the matter is that many lines he is selling cheaper than I can buy, others at what I have to pay for them and some that I would have 5 per cent. profit gross if I met the prices. Now there must be something wrong that a state like this can exist. Many farmers are buying groceries to do them several months and later on when their cash is gone, the store gets their trade on credit and then they howl because we cannot sell at the prices they were getting from the wholesalers? It's rather strange that a circumstance like this can arise, but it seems that there is no redress, but it only adds one more trouble to that of the retailer."

RETAILER

Editorial Note.—CANADIAN GROCER does not believe that a wholesaler who sells direct to consumer should solicit business from the retail trade. It is unfair for any wholesaler to attempt to sell consumers and then to try to sell the retailer whose customers these consumers are.

DON'T FORGET THE LITTLE THINGS

The preserving season is again with us. How busy a time it is, the grocer full well knows. This is probably the reason for overlooking the little things that ought not to be overlooked. Take the matter of selling the housewife her supply of jars. There are several kinds in stock it may be. Is she familiar with their little differences? Will she get results that are pleasing and satisfactory months after when she goes to the cellar for a sealer of choice fruit for the table?

Suggestion would seem to be very necessary on the grocer's part when selling jars. Some have probably secured a brief suggestion on paper from the manufacturer, but a word from the grocer as to the tightening of the top ring, the placing of the rubber in its proper position, the advice on little points which will come from experience, all these will be appreciated by the customer.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 17—Interesting features of the week in produce markets are those of reductions in the price of butter, this amounting to three cents per pound, lower prices for eggs, somewhat firmer prices for lard, and a firmer outside buying market for cheese. Poultry is firm and still selling well. Salmon of the Gaspé variety is scarce while lake fish are coming in well. There is a good demand for cured and cooked meats, and these are firmly held. Some trouble has developed among workmen in the various abattoirs, but this, it is hoped, will be of short duration.

Hog Prices Steady; Demand Limited

FRESH MEATS.—Hog prices have undergone some change, there being little net change, however, from last week. From \$21.50 to \$22 per cwt. is the ruling price for live hogs, and that for dressed is ranging from \$30 to \$30.50. There is a light demand, the hot weather decreasing consumption. Beef prices are fairly steady on an unchanged basis.

Hogs, live	21 50	22 00
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	30 00	30 50
Sows (heavy)	25 50	
Hogs (country dressed)	27 00	27 50

Fresh Pork—			
Leg of pork (trimmed)	0 39½		
Loins (trimmed)	0 43		
Loins (untrimmed)	0 40		
Spare ribs	0 24		
Trimmed shoulders	0 27	0 28	
Fresh Beef—			
(Cows)			
\$0 29 00 32 ..Hind quarters..	\$0 26	0 23	
0 17 00 20 ..Front quarters..	0 17	0 20	
0 00 42 ..Loins	0 32	0 34	
0 00 26 00 30 ..Ribs	0 26	0 28	
0 00 17 00 18 ..Chucks	0 16	0 16	
0 00 00 30 ..Hips	0 25	0 26	
Calves (as per grade)	0 20	0 25	
Lambs, 30-40 lbs. (whole carcass),			
lb.	0 40		
No. 1 Mutton (whole carcass), lb.	0 25		

Bacon, Ham Sales Good; Pork Lags

CURED MEATS.—Brisk demand exists for bacon and hams, the summer resort trade having developed nicely and taking a big tonnage each week. Prices are well maintained. As far as barrelled pork is concerned there is but light demand, and the prices are inclined to be easy, though these are unchanged as yet.

Hams—			
Medium, smoked, per lb.—			
(Weights), 12-14 lbs.	0 39		
14-20 lbs.	0 38½		
20-25 lbs.	0 38		
25-35 lbs.	0 35		
Bacon—			
Plain	0 43	0 48	
Boneless and trimmed		0 56	
Dry Salt Meats—			
Breakfast, per lb. (as to qual.)	0 44	0 50	
Roll, per lb.	0 32½	0 37	
Barrel Pork—			
Long clear bacon, ton lots....	0 30½	0 31½	
Long clear bacon, small lots..	0 31½	0 32½	
Fat backs, lb.			
Canadian short cut (bbl.) 30-40	0 33		

pieces	68 50
Clear fat backs (bbl.) (40-50 pieces)	67 50
Heavy mess pork (bbl.)	54 50
Bean pork (bbl.) (American) (60-80 pieces)	53 00

Cooked Meats Go at Full Prices

COOKED MEATS.—Hot weather prompts the housewife to larger use of cooked and prepared meats, and there is a big sale for cooked and roast ham, ox tongue, etc. These lines are steadily firm under the demand, and no drop is likely to develop. The range is lowered on cooked hams, which are selling at 61c per pound.

Head Cheese	0 13	0 15
Choice jellied ox tongue	0 57	0 59
Jellied pork tongues	0 44	
Ham and tongue, lb.	0 32	
Veal and tongue	0 25	
Hams, roast	0 61	
Hams, cooked	0 61	
Shoulders, roast	0 50	0 52
Shoulders, boiled	0 50	0 52
Pork pies (doz.)	0 85	
Blood pudding, lb.	0 12	

Stiff Lard Prices; Seasonable Buying

LARD.—A higher price basis is in effect on this commodity and bricks are selling up to 40c. There is a seasonable demand, even though prices rule so high and yet the tendency at this season of the year, with surplus accumulating, is toward an easing of prices. If this follows the precedents of previous years more favorable prices should be in effect very soon.

LARD, pure—			
Tierces, 400 lbs., per lb.	0 37½		
Tubs, 50 lbs., per lb.	0 38		
Pails, 20 lbs., per lb.	0 38½		
Bricks, 1 lb., per lb.	0 39	0 40	

No Low Prices on Shortening

SHORTENING.—In common with lard, prices remain high on shortening and the range is even higher than that of last week. There is a satisfactory demand from the usual sources, speaking seasonably.			
SHORTENING—			
Tierces, 400 lbs., per lb.	0 30½		
Tubs, 50 lbs.	0 30½		
Pails, 20 lbs., per lb.	0 30		
Bricks, 1 lb., per lb.	0 32		

Margarine Bought Sparingly Here

MONTREAL
MARGARINE.—Considering the season there is a fair sale for margarine. Few care to buy in quantity, preferring to secure immediate wants from the produce houses frequently. The price basis is steady and unchanged.

Margarine—		
Prints, according to quality, lb.	0 35	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Three Cents Less Asked For Butter

MONTREAL
BUTTER.—"Trend of butter now downward." Such was the heading in last week's CANADIAN GROCER on this market, and the decline of three cents per pound which has been effected this week is in definite accord with this forecast. Declines have been made at country board sales and there may be lower prices still for the make is large and the pasture weather ideal.

BUTTER—			
Creamery prints, fresh made ..	0 53		
Creamery solids, fresh made ..	0 52		
Dairy prints	0 45		
Dairy, in tubs, choice	0 44		

Keener Cheese Buying Firms the Market

MONTREAL
CHEESE.—Somewhat keen competitive buying on some of the cheese boards the past week had the effect of strengthening the market and there was quite a lot of business. Locally, there is a good summer demand. Shipments are expected to be increased abroad if the healthier buying tone of export buyers counts for anything.

CHEESE—			
New, large, per lb.	0 32		
Twins, per lb.	0 32½		
Triplets, per lb.	0 33	0 34	
Stilton, per lb.	0 35		
Fancy, old cheese, per lb.	0 34	0 35	

2-Cent Reduction Made For Eggs

MONTREAL
EGGS.—Last week CANADIAN GROCER pointed out the weakening tendencies of the market, and stated clearly that prices being paid in the country were less. This tendency has continued and prices scored a decline of two cents per dozen. There ought to be lower prices still, and these will probably be named within the week. Production is good in some points but poorer in others. For bulk shipment and fall there has been active inquiry. While there are few cheap eggs on the market prices in some country points are said to be as low as 36 to 38 cents per dozen.

EGGS—			
No. 2	0 45		
No. 1	0 48		
New laids	0 52		

Much Live Poultry Comes to Market

Montreal.

POULTRY.—Dressed poultry is selling well, seasonably speaking. There is a continued demand from the Jewish trade for live birds, and the prices being paid are given below. There has been no change in the quotable basis.

POULTRY (dressed)—		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 49	
Turkeys (young)	0 50	
Geese	0 30	0 31
Old fowls (large)	0 36	
Old fowls (small)	0 32	
Live—Old fowl	0 33	0 36
Roosters	0 30	
Turkeys	0 40	
Broilers	0 48	0 50

Salmon is Scarce; Fish May Lower

Montreal

FISH.—Gaspe salmon has been scarce and the demand has been very good for this and other fresh fish. With the height of the season now arrived, fresh fish are coming to hand freely, and lower prices may be made effective. Mackerel are more plentiful and the prices lower. Lobsters are scarcer, due to the close season. There is a generally good demand for various varieties.

FRESH FISH

Carps, per lb.	0 11	0 12
Bullheads (dressed)	0 15	
Gaspereaux, each	0 07	
Haddies	0 12	0 13
Fillet Haddies	0 18	
Haddock	0 07	
Halibut, Eastern	0 23	0 24
Halibut (Western)	0 22	0 23
Steak, Cod	0 10	
Market cod	0 07	
Flounders	0 09	
Prawns	0 30	
Pike, lb.	0 12	
Live lobsters	0 35	0 40
Boiled lobsters	0 28	0 30
Salmon (B.C.), per lb., Red.	0 30	0 32
Salmon, Gaspe	0 33	
Lake Trout	0 18	
Mackerel	0 15	
Shrimps	0 35	0 40
Whitefish	0 18	
Trout, brook	0 40	

FROZEN FISH

Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	
Gaspe Salmon, per lb.	0 24	0 26
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 16	0 16
Smelts, extra large	0 19	0 22
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	0 05½	0 06
Alewires	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollack, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 19	
Boneless cod (2-lb.)	0 23	

Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	12 00	
Do., half barrel	6 25	
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	
Salmon, B.C. (200 lbs.)	24 50	
Sea Trout (200-lb. bbls.)	25 00	
Turbot (200 lbs.)	17 00	
Codfish, tongues and sound, lb.	0 15	
Eels, lb.	0 16	0 17

OYSTERS		
Cape Cod, per barrel	16 00	
Batouche, per barrel	15 00	
Scallops, gallon	4 50	
Can No. 1 (Solids)	2 50	
Can No. 3 (Solids)	7 50	
Can No. 5 (Solids)	12 50	
Can No. 1 (Selects)	2 50	3 00
Can No. 3 (Selects)	9 00	
SUNDRIES		
Paper Oyster Pails, ¼ per 100	1 75	
Crushed Oysters Shell, 100-lbs.	\$1 60	
Paper Oyster Pails, ¼-lb. per 100	2 25	

ONTARIO MARKETS

TORONTO, June 18—Easier quotations prevail on fresh meats, the lower prices ruling in the livestock market resulting in lower levels in the dressed meats. The hot weather has curtailed consumption. All produce is easier with the exception of cheese, eggs having declined to the lowest mark for some time past. Lard and shortening, however, are stiffening, and provisions and cooked meats are very strong.

Fresh Meats at Weaker Prices

FRESH MEATS.—The demand for fresh meats is not quite so active during this warm weather, and quotations on beef this week show sharp declines, in some instances of from three to five cents per lb. There is a little demand for Spring lamb, but prices are very firm at 40c per lb. Live hogs are still very high, the market showing continued advances. Cuts of pork are selling at strong figures.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	22 25	\$30 00
Live, off cars, per cwt.	22 25	22 50
Live, fed and watered, per cwt.	22 50	22 75
Live, f.o.b., per cwt.	21 25	21 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 37	0 39
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 46	
Spare ribs, lb.	0 21	
Picnics, lb.	0 30	
New York shoulders, lb.	0 28	
Montreal shoulders, lb.	0 29	
Boston butts, lb.	0 33	
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 19	0 24
Front quarters, lb.	0 12	0 15
Ribs, lb.	0 20	0 27
Chucks, lb.	0 12	0 15
Loins, whole, lb.	0 30	
Do., short, lb.	0 33	
Hips, lb.	0 20	0 22
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 28	0 30
Spring lamb	0 40	
Sheep, whole, lb.	0 16	0 20
Above prices subject to daily fluctuations of the market.		

Hams and Bacon at Firm Figures

Toronto.

PROVISIONS.—The market for provisions continues strong, with few changes in prices as compared with last week. There is a brisk demand for both hams and bacon, and the export of cured meats is also fairly active. Quotations on barrel pork are somewhat easier, selling around \$60 for the pickled rolls, both heavy and light weights.

Hams—

Medium	0 46	0 48
Large, per lb.	0 39	0 42

Backs—

Skinned, rib in	0 48	0 51
Boneless, per lb.	0 55	0 58

Bacon—

Breakfast, ordinary, per lb.	0 47	0 49
Breakfast, fancy, per lb.	0 56	0 58
Roll, per lb.	0 37	0 40
Wiltshire (smoked sides), lb.	0 40	0 42

Dry Salt Meats—

Long clear bacon, av. 50-70 lbs.	0 30	0 32
Do., av. 70-100 lbs.	0 31	
Fat backs, 16-20 lbs.	0 33	
Out of pickle, prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—

Mess pork, 200 lbs.	0 52	0 53
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	60 00	
Do., do., do., lightweight	60 00	

Above prices subject to daily fluctuations of the market.

Brisk Demand For All Cooked Meats

Toronto.

COOKED MEATS.—The continued warm weather has greatly stimulated the demand for all cooked meats, and prices for the same are very strong. Boiled hams are selling at from 60c to 62c per pound, and the roast hams at from 61 to 63 cents. Head cheese in sixes is selling at from 14 to 15 cents. Cooked pork and tongue is very much higher, selling around 46c per pound.

Boiled hams, lb.	0 60	0 62
Hams, roast, without dressing, lb.	0 61	0 63
Shoulders, roast, without dressing, per lb.	0 53	
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 25	0 00
Choice Jellied Ox Tongue, lb.	0 60	0 63
Pork and Tongue, lb.	0 46	

Above prices subject to daily fluctuations of the market.

Butter Selling at Easier Figures

Toronto.

BUTTER.—The market for butter is easier this week. Supplies coming forward are fairly heavy, and the export demand is not so active. Dealers are selling fresh creamery made prints at 53c, and creamery solids at 52c. Dairy butter is selling at from 45c to 48c per pound.

Creamery prints (fresh made)	0 53
Creamery solids (fresh made)	0 52
Dairy prts, fresh separator, lb.	0 48
Dairy prints, No. 1, lb.	0 45

Margarine Selling a Little Slowly

Toronto.

MARGARINE.—There is not very much demand for margarine just now. Prices for the same are unchanged. The lower prices on butter has affected the sale of margarine to a certain extent.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29
Solids 1c per lb. less than prints.		

Sharp Slump in Egg Quotations

Toronto.

EGGS.—The market is very much easier on eggs, and the lowest prices are now being paid that have ruled for some time. Dealers are only paying 38c for them in the country, and they are selling to the trade at from 45c to 46c. In cartons they are selling at from 48c to 50c. There are no eggs being stored just now, and supplies are rather plentiful. Consumption, too, has declined.

Eggs—		
New laids in cartons, doz.	0 48	0 50
New laids, doz.	0 45	0 46
Prices shown are subject to daily fluctuations of the market.		

Quotations on Cheese Firm

Toronto.

CHEESE.—The market for cheese is fairly firm. Dealers are selling new large cheese at 32c, with Stiltons bringing 33c and 34c. Quotations on a number of the cheese boards this week were higher than in the preceding seven day period.

Cheese—		
New, large	0 32	
Stilton (new)	0 33	0 34
Twins ½c lb. higher than large cheese. Triplets 1½c higher than large cheese.		

Shortening is Now Very Firm

Toronto.

SHORTENING.—The market for shortening is very firm, selling on the tierce basis at from 30c to 30¾c per pound.

Shortening, tierces, 400 lbs., lb.	0 30	0 30¾
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Lard is Half a Cent Higher

Toronto.

LARD.—Dealers are quoting lard half a cent higher this week at from 36c to 33½c per lb., tierce basis. There is a big demand for lard at the present time, and considerable is being exported.

Lard, tierces, 400 lbs., lb.	0 36	0 36½
In 60-lb. tubs, ½c higher than tierces, nails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.		

Poultry Prices Are Unchanged

Toronto.

POULTRY.—There is no change in the market for poultry this week. The supplies of Spring chickens coming for-

ward are a little more ample, but frozen fowl is still supplying the major portion of the demand.

Prices paid by commission men at Toronto:			
	Live		Dressed
Ducklings, lb.	\$....\$0 40	\$....\$0 45	
Turkeys, old, lb.	0 25	0 30	
Do., young, lb.	0 30	0 35	
Roosters, lb.	0 25	0 30	
Fowl, 4 to 6 lbs., lb.	0 34	0 34	
Fowl, over 6 lbs., lb.	0 35	0 35	
Fowl, under 6 lbs., lb.	0 32	0 32	
Chickens, over 5 lbs., milk fed, lb.		0 50-0 55	
Prices quoted to retail trade:			
			Dressed
Hens, heavy	\$....	\$0 40	
Do., light		0 38	
Chickens, spring	0 55	0 65	
Ducks	0 45	0 50	
Turkeys	0 40	0 50	

Easier Prices on the Fish Market

Toronto.

FISH.—Easier prices rule in the fish

market this week for the fish now coming forward in heaviest supply. Lake herring is selling at 10c per lb., trout from 14c to 15c and mackerel at 12¼c. Fresh pickerel is quoted 3c lower this week at 15c per lb.

FRESH SEA FISH		
Cod Steak, lb.	\$0 11	\$0 12
Do., market, lb.	0 09	0 10
Haddock, heads off, lb.	0 09	0 12
Halibut, chicken	0 21	0 23
Do., medium	0 22	0 23
Flounders, lb.	0 07	0 10

FROZEN SEA FISH		
Salmon —		
Restigouche		0 35
Gaspe		0 25

FRESH LAKE FISH		
Lake herring, lb.		0 10
Trout, lb.	0 14	0 15
Whitefish, lb.	0 11½	0 14
Mulletts, lb.		0 05
Fresh pickerel	0 15	0 18
Ciscoes		0 16
Pike	0 09	0 10
Fresh Mackerel		0 12½

WINNIPEG MARKETS

WINNIPEG, June 17—There is a very firm feeling in products offering on the market at the present time. The disorganization resulting from the strike is having its effect in making the securing and handling of stocks difficult.

Little Trading In Hog Market

Winnipeg.

PORK PRODUCTS.—Very little trading is being done on this market owing to the strike situation. Hog prices range anywhere from \$20 to \$21, according to information available.

Butter Market Indefinite

Winnipeg.

BUTTER.—No shipments under car-load lots are being handled in Winnipeg, and with the express service paralyzed there is very little action in this market. While the general feeling is that with heavier receipts the price of butter will decline when the strike is over, packers are reluctant to make any predictions as the situation holds many possibilities.

Scarcity of Eggs; Prices Little Easier

Winnipeg.

EGGS.—The difficulty of securing supplies applies to the egg market as well. There is a marked scarcity of eggs, owing to the fact that no express shipments are coming in. Prices are a little easier than those previously quoted in these columns since the commencement of the strike. Country shippers are getting 40c per dozen, while the retail trade is paying from 45 to 47 cents per dozen.

Fresh Seafish Off the Market

Winnipeg.

FISH.—All fresh fish from the coast is off the market until express shipments are again commenced. Some sup-

plies are coming in via Selkirk, notably fresh whitefish, which is being quoted at 13c per lb., and fresh pickerel at 14c per lb. City business is almost normal, though country business is paralyzed. The demand continues good for lines available. Quotations shown herewith for fresh seafish are those prevailing prior to the strike, though these lines are off the market temporarily.

LAKE FISH		
Whitefish (fresh), lb.		0 13
Whitefish (frozen), lb.		0 12
Pickerel (fresh), lb.		0 14
Fresh Trout		0 20
Round Jackfish, lb.		0 09
Dressed Jackfish, lb.		0 09½
Speckled Trout, lb.		0 35

SEAFISH		
Fresh Halibut		0 20
Frozen Halibut, lb.		0 20
Frozen Salmon, lb.		0 26
Fresh Salmon, lb.		0 30

MONTREAL COUNCIL TO CONSIDER WEIGHT OF BREAD

Recommendation has been made to the civic administration of Montreal regarding the weight of bread.

Dr. S. Boucher, city medical health officer, suggested that a civic by-law be drafted providing that bread should be sold only in loaves of 12 ounces or of multiples of 12 ounces, such as 24, 48, etc. This was the size authorized by the Federal Government as a war measure, and when the repeal of the order was expected some months ago, the bakers petitioned the Provincial Government to introduce this measure as a provincial by-law. This was done at the last session, but the by-law was not made applicable to Montreal. The purpose of Dr. Boucher's report is a recommendation to have this by-law adopted as a civic regulation.

COOKED HAMS

This is Cooked Ham time. Orders are now coming in for them and will increase as hot weather continues.

Let us take care of your requirements for shipments every day of every week.

F. W. FEARMAN CO.
LIMITED
HAMILTON



**VEGETABLES
PROPERLY
DISPLAYED
WILL BRING
MORE TRADE**

*Illustrated
Catalogue
on Request*

DISPLAY STAND and MIST MACHINE

Keep Vegetables Always Fresh and Inviting

Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.

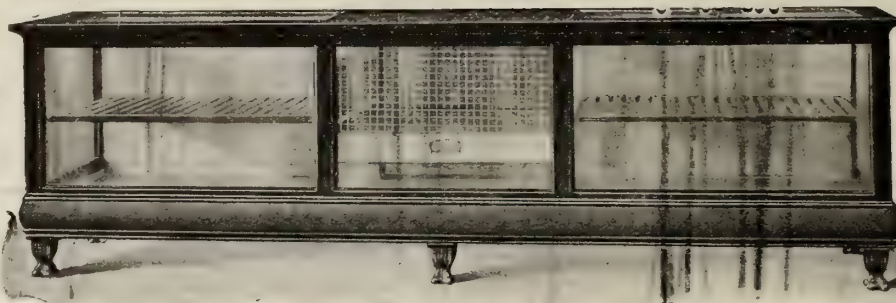
Makes attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

The W. A. FREEMAN COMPANY, Limited
HAMILTON - ONTARIO

Branches at Toronto, Montreal, Winnipeg

ARCTIC COUNTER REFRIGERATOR IN TWO SIZES:

No. 996—72 inches long, 27 inches wide, 36 inches high; shipping weight, 600 lbs.
No. 998—96 inches long, 27 inches wide, 36 inches high; shipping weight, 775 lbs.



Jog Up The Lagging Desire To Buy

**THIS ARCTIC COUNTER REFRIGERATOR WILL
HELP KEEP SUMMERTIME SALES UP TO PAR**

You don't need to suffer smaller sales in summer just because sweltering weather puts people in that "can't-be-bothered" state of mind and lowers their desire to buy.

Just as the mind doesn't care to exert itself in summer, so it will respond most readily to outside suggestion.

Fill up the clean, white tile floor and slatted wood trays of an Arctic Counter Refrigerator with your summertime perishables and watch the way people will begin to find their appetites and their desire to buy delicious, fresh, cooling eatables.

An Arctic Counter Refrigerator is the biggest sales-bringer you could employ for summer trade, and its cold, dry air circulation to all parts ensures absolute protection. The glass top and sides make it easy to view contents from any angle. Adds greatly to the appearance of your store. Write for free catalogue to-day.

JOHN HILLOCK & CO., Limited

Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Keep "Easifirst" where your customers can see it

—It will sell itself—

Once your customer knows "Easifirst" she seldom changes.

Phone Junction 3400

GUNNS LIMITED

WEST TORONTO



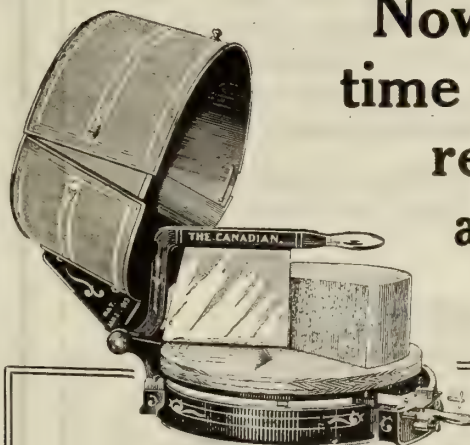
HEINZ 57 VARIETIES

ARE QUALITY PRODUCTS

In the making of Heinz 57 Varieties, quality is insisted upon, first last and always. The maintenance of this ideal has placed the goods at the head of their field and has won for them the approval of thousands of consumers. It will pay you to sell and recommend Heinz 57 Varieties.

H. J. HEINZ COMPANY

All Heinz goods sold in Canada are made in Canada



The CANADIAN Open

Now is the time you will really appreciate it.

If you have been wise and installed that "Canadian Cheese Cutter" on your counter you need not worry about possible loss of profit from slow service during a rush.

You can absolutely rely on its accuracy and quick-cutting qualities, which will enable you to satisfactorily handle any extra rush business.

"The Canadian" cuts clean and quick in 5c, 10c, 15c and 20c slices, or by weight in ¼, ½ and one pound cuts.

No up-to-date dealer can afford to be without the "Canadian." Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.



Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

Every customer you sell Brunswick Brand Sea Foods to will be delighted with the goodness of these excellent foods.

Try them out. Order a supply from the following:

- 1/2 Oil Sardines
- 1/2 Mustard Sardines
- Finnan Haddies
(Oval and Round Tins)
- Kipperd Herring
- Herring in Tomato Sauce
- Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.



Display O'Keefe's Beverages

These are in big demand and bring back turnovers with excellent profits. Take advantage of and benefit by their popularity.

O'Keefe's

IMPERIAL
ALE—LAGER—STOUT



are ideal thirst quenchers full of snap and zest — they are the right beverages to recommend for all occasions.

O'Keefe's assure repeat sales.

O'Keefe's - Toronto
Phone Main 4202

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled
Bottles--2 Sizes.

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.
100% Pure Well Advertised
ASK YOUR JOBBER FOR IT

Careful Housewives Like

COW BRAND BAKING SODA

For over seventy years Cow Brand has stood the quality test and won a lasting place in the estimation of Canada's housewives.

Show Cow Brand regularly.

Church & Dwight, Ltd.
MONTREAL

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ORDER YOUR STOCK OF

Champagne de Pomme NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.



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SPRATT'S

DOG CAKES

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PUPPY BISCUITS

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Powdered and Sheet

FINE LEAF GELATINE

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British Export Service Co.

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NEW MONEY MAKER FOR THE GROCERS

CELEBRATED

English Lavender

"A
National Perfume"

Picked when in full bloom

Handsome Silent Show Case furnished free.

Are You Interested?

J. TOBIN & SONS

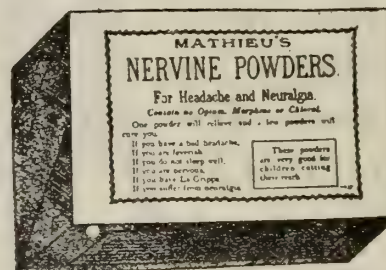
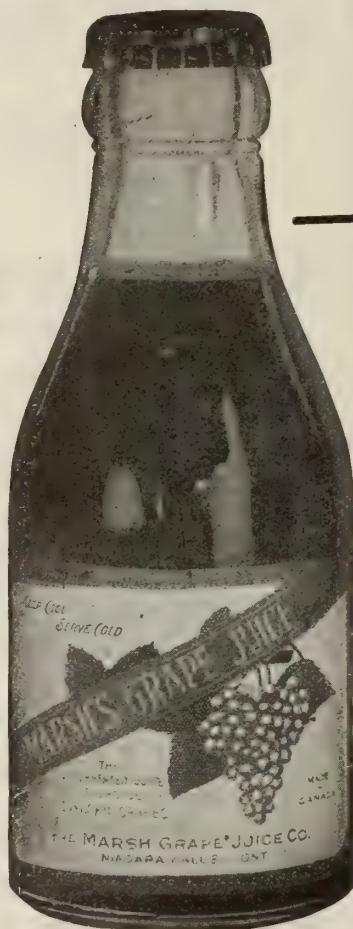
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It has a real food value

This coupled with
its delightful
Concord flavor
has made Marsh's
the favorite
Grape Juice of
people who know.

**The Marsh Grape
Juice Company**
NIAGARA FALLS, ONT.

Ontario Agents:
The MacLaren Imperial
Cheese Co., Limited
Toronto, Ont.



Every user of
**MATHIEU'S NERVINE
POWDERS**
is a booster for it

Every sale of this reliable little remedy will mean more to follow.

It's up to you, Mr. Dealer, to remind your trade that you are handling the Mathieu line. To many of them perhaps, Mathieu's Nervine Powders will be a veritable god-send for there is no more dependable little antidote for Headache, Neuralgia and associated nerve troubles.

Send for a little trial supply.

J. L. Mathieu Co.

SHERBROOKE Proprietors QUEBEC

When in Doubt Try the "Want Ad" Page

Every week this page is being used to splendid advantage by others. If you have something to sell, or you want to buy a business, fixtures or equipment—or maybe you want a clerk, a traveller—try it out.

Two cents per word first insertion, and one cent per word for each subsequent insertion, and five cents extra per insertion for Box No. Payable in advance.

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Make Better Tea Profits

We offer you Quality Bulk Teas that are priced in a way to assure you a sizeable margin of profit while the quality assures your customer satisfaction.

Get Our Prices

Minto Bros.

TORONTO

Originally Established 1873

To the Grain Elevators

I am open to handle your lines on a commission basis for Quebec Province, east of Montreal.

For references, write Merchants Bank of Canada, Quebec.

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TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

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Oranges California Lemons and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.



MACARONI

The pure food that builds Muscle and Bone at small expense

FULLY GUARANTEED and Very Profitable to the Grocer.

MANUFACTURED BY THE

Columbia Macaroni Co. LIMITED

LETHBRIDGE

ALTA.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your
Wholesaler

1598 Delorimier Ave.
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Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.



LLOYD HARRIS

Chairman of the Canadian Trade Mission in London, on his return from Europe last week, gave at the Annual Meeting of the C.M.A. an immensely interesting address with valuable, practical pointers closely detailed on

THE RIGHT METHODS FOR SECURING FOREIGN TRADE FOR CANADIAN FACTORIES

The only full stenographic report published of this splendid address appears in the June 14th issue of

THE FINANCIAL POST

Send for your copy of THE POST to-day and secure with the Lloyd Harris address THE POST'S usual splendid service of information of big value in the development of Canadian business. Here are a few of the contents of THE POST for June 14th:

Prospects for Steel Orders Are Increasing.
Rallying Union Forces to Support of White Budget.
Bolshevism at Last Arousing Ottawa.
Toronto Rails Faces Serious Strike Problem.
Incorporation of New Oil Companies Breaks Record
May Building Permits Show Good Increase.
Saguenay Pulp Has Bond Issue of \$5,500,000.
Maritimes Charge Discrimination.
Bond Market Develops More Life and Action.

These are just a few jottings from THE POST contents list of June 14th, and the contents list gives only a few of the leading articles. You will find far more of interest, and perhaps of actual cash value to your business in THE POST'S big service of factful news and shrewd comment on commercial affairs.

When you "get down to business" you want the plain facts—all of them—without frills—and quickly. You get them like that in THE POST. THE FINANCIAL POST will keep you informed on Canadian business matters in a way unrivalled by any other publication. Send for a subscription to-day. The price is \$3.00 per year, and you have only to fill in this form:

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is beyond question



Made and Bottled
in England

YOU can get behind Holbrooks Imported Worcestershire Sauce with all the enthusiasm you are capable of. It's a winner from the word go.

People who buy it once will buy it again. There's a delicious piquancy — an exquisite "zest" — to every drop of Holbrooks that wins approval from hard-to-please people.

And you'll ring up a profit on every Holbrooks Sale that makes a continued selling effort worth while.

Holbrooks, Ltd.
 Toronto and Vancouver

New pack now ready and we are making
prompt delivery of

Liberty Brand Kippered Herring

A great portion of pack is already sold and the quantity is limited.
Book now either direct or through our agents.

Liberty Brand Finnan Haddie

We are now booking orders for Finnan Haddie and will make
delivery in the course of a few weeks.

QUALITY ALL GUARANTEED FIRST CLASS

THE GULF PACKING COMPANY
CHARLOTTETOWN, P.E.I.

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There is a good reason
why our Products are
are in great demand.

Our Confectionery and Syrups have pleased
the taste of millions from coast to coast.

Baines Limited - Montreal

A. W. BARNUM, Winnipeg and Vancouver



When Writing to Advertisers Kindly
Mention this Paper

Tomato Soup

Its Delicious Flavor of
Red Ripe Tomatoes
Appeals to Every
Taste—



THE GOODNESS
GOES IN
BEFORE
THE LABEL
GOES ON

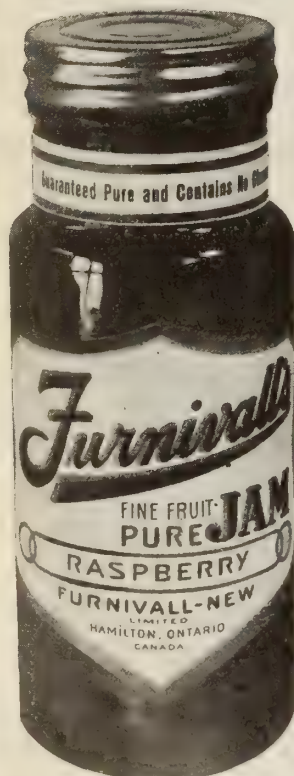
It Pays to Carry
A Good Stock of
This Popular Line.

Ask Your Jobber or Wire Direct



DOMINION CANNERS, LIMITED

Hamilton, Canada



Furnivall's

Furnivall's Jams are dependable sellers because their goodness appeals to the most particular people. Repeats are sure with Furnivall's. Are you selling them?

FURNIVALL-NEW,
Limited

Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Remember

that Laundry Blues vary in strength, color, and bleaching properties. Inferior kinds leave unsightly marks on linen.

OCEAN BLUE has a reputation for safety and perfect results—due to expert treatment in every stage of its manufacture.

You will have no complaints from even your most particular customers if you sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26 Wellington St. W., Toronto.

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MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

"British Consols"
"Brier"
"Index"



Trade Mark
Registered



Plug Chewing

"Prince of Wales"
"Napoleon"
"Black Rod" (Twist)
"Crown"



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, QUE.

Incorporated.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

**IMPORTERS, EXPORTERS and GENERAL
: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND

Bankers: ROYAL BANK OF SCOTLAND

CANADIAN STRAWBERRIES

With the hot weather of last two weeks still continuing, berries will be on with a rush. Crop is good, but get your orders in early, as dry weather will make crops clean up quick.

CANTELOUPES

CANTELOUPES

Finest quality ever received from California. "Poppy" Brand, steady supplies from now on.

TEXAS - TOMATOES - TEXAS

Very fine quality this year. 4 and 6 basket crates.

GEORGIA - PEACHES - GEORGIA

Good keeping varieties coming now and quality never was finer.

CALIFORNIA GRAPEFRUIT and VALENCIA ORANGES

Sound, fine colour and eating.

CALIFORNIA LEMONS

Big demand. Hot weather. Rush orders.

BANANAS

BANANAS

BANANAS

Our branches can supply you with the best.

WATERMELONS

WATERMELONS

Now coming regularly at reasonable prices.

Everything grown in fruit and vegetables.

PETERS DUNCAN LIMITED

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COBALT

TIMMINS

DO YOU SELL

a flour that is giving your customers entire satisfaction—that makes the kind of bread they like to show their neighbours—good, wholesome, home-made bread that is a credit to any cook.

Purity Flour makes good bread and also delicious pies, cakes and biscuits.

PURITY FLOUR

(Government Standard)

is milled from high grade hard wheat, by the most modern process. You can give it your strongest recommendation, because Purity Flour makes

"More Bread and Better Bread," and Better Pastry

WESTERN CANADA FLOUR MILLS CO., LIMITED

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Branches at Winnipeg, Calgary, Brandon, Edmonton, Vancouver, New Westminster, Victoria, Nanaimo, Prince Rupert, Nelson, Rossland, Goderich, Ottawa, Montreal and St. John, N.B.

SALMON

This is Salmon time. The hot weather always makes for a big run on the Salmon stock. Sockeye is very scarce and will be until the new pack comes on the market, in the meantime we have some very good trades to offer you. There is one in particular that we desire to call to your attention, a fine quality red Salmon, one pound, tall, which we offer at three-seventy-five. This is real value and you should take on a supply while we have it.

Courtier Salmon, Red, 1s Tall, \$3.75

Prunes

These are almost exhausted. Just a few boxes left. Prices are high, but they would cost cents a pound higher to import than the figures we quote.

Oregon Italian	40/50	25s	30
Santa Clara	60/70	50s	24½
" "	70/80	50s	22
" "	90/100	50s	16
" "	100/120	25s	13½

Send us an order.

H. P. ECKARDT & CO
WHOLESALE GROCERS
 CHURCH STREET & ESPLANADE TORONTO

Century

A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."



SIFTO SALT



Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

**DOMINION SALT CO LIMITED
SARNIA ONT**

If your jobber cannot supply you we invite your enquiry, when price lists and full information will be promptly sent to you.

DOMINION SALT CO., Limited, SARNIA, Canada
Manufacturers and Shippers

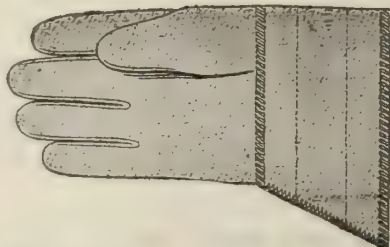
TAPATCO

REGISTERED BRAND TRADE MARK



Ask your wholesaler to send you a stock of these gloves

The men of your town need them. They are strong, serviceable and comfortable and always give the wearer 100 per cent. value and satisfaction. There's a TAPATCO style and weight for every purpose. Show a n assortment in your windows.



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Textile Company
Chatham, Ontario

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SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

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DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Current, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

**"AYLMER" PURE ORANGE
MARMALADE**

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c, or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce	1 27½
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce	2 35
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

½ Pts., Aylmer Quality	Per doz. \$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality	1 62½
Pints, Delhi Epicure	Per doz. 2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.

Eagle Brand, each, 48 cans.	\$9 60
Reindeer Brand, each 48 cans.	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans 7 75 |

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans.	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.	
English Brawn — ½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.75.	
Roast Beef—½s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

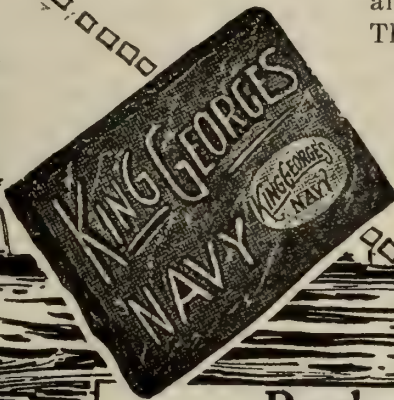
KING GEORGE'S NAVY

**CHEWING
TOBACCO**

Is Always a Dependable Repeater

First sales of King George's Navy are always the beginning of regular "repeats." The quality of this delicious chew, coupled with the aggressive consumer advertising consistently maintained keeps the dealer's stock moving rapidly.

Ask your wholesaler
to ship you.



Rock City Tobacco Co., Ltd.

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

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Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada

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Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: 'Loudly, London'

Cables (Private): A.B.C. 4th and 5th Editions,
Western Union and Bantleys.

Direct Shippers

Portuguese Sardines, French Sardines, Norwegian Briskling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard

All ingredients in the packet. No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

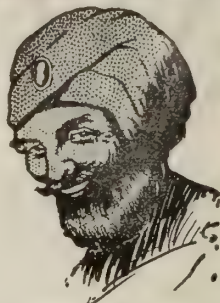
O BAYO REAL SARDINES

The Élite of the Sea

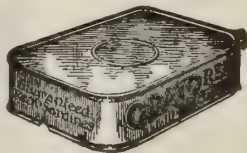
Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavour. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application



Ground Rice Custard
Tapioca Custard
Semolina Custard



Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.
Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.
Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.
Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.
Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.
Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.
Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.
Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.
Tongue, Ham and Veal Pates—½s, \$2.30.
Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.
Pate De Foie—½s, 75c; 1½s, \$1.40.
Plum Pudding—½s, \$1.90; 1s, \$3.85.
Potted Beef Ham—½s, 75c; 1½s, \$1.40.
Beef—½s, 75c; 1½s, \$1.0.
Potted Tongue—½s, 75c; 1½s, \$1.40.
Potted Game (Venison)—½s, 75c; 1½s, \$1.40.
Potted Veal—½s, 75c; 1½s, \$1.40.
Potted Meats (Assorted)—½s, 80c; 1½s, \$1.45.
Deviiled Beef Ham—½s, 75c; 1½s, \$1.40.
Beef—½s, 75c; 1½s, \$1.40.
Deviiled Tongue—½s, 75c; 1½s, \$1.40.
Veal—½s, 75c; 1½s, \$1.40.
Deviiled Meats (Assorted)—½s, 80c; 1½s, \$1.45.
In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.
Ox Tongue—1½s, \$14.50; 2s, \$19.70.
Lunch Tongue (in glass)—1s, \$9.90.
Sliced Smoked Beef (in glass)—½s, \$1.80; 1½s, \$2.80; 1s, \$3.90.
Minced meat (in glass)—1s, \$8.25.
Potted Chicken (in glass)—½s, \$2.40.
Ham (in glass)—½s, \$2.40.
Tongue (in glass)—½s, \$2.40.
Venison (in glass)—½s, \$2.40.
Meats, Assorted (in glass)—\$2.45.
Chicken Breast (in glass)—½s, \$3.90.
Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.
Chili Sauce—10 oz., \$3.25.
Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.
Peanut Butter—½s, \$1.35; 1½s, \$1.85; 1s, \$2.25; in pails, 6s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

COLMAN'S OR KEEN'S
MUSTARD

	Per doz. tins
D.S.F., ¼-lb.	\$2 80
D.S.F., ½-lb.	5 30
D.S.F., 1-lb.	10 40
F.D., ¼-lb.	

	Per jar
Durham, 1-lb. jar, each	\$0 60
Durham, 4-lb. jar, each	2 25

CANADIAN MILK PRODUCTS,
LIMITED,

Toronto and Montreal
KLIM

Hotel	\$18 50
Household size	8 25
Small size	5 75
F.o.b. Ontario jobbing points, east of and including Fort William.	
Freight allowance not to exceed	

50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—	Cents
Boxes	
40 lbs., Canada Laundry	09½
40 lbs., 1-lb. pkg., Canada White or Acme Gloss	10
48 lbs., No. 1 White or Blue Starch, 3-lb. cartons	10½
100-lb. kegs, No. 1 white	10
200-lb. bbls., No. 1 white	10
30 lbs., Edwardsburg Silver Gloss, 1-lb. chrome pkgs.	11½
48 lbs., Silver Gloss, in 6-lb. tin canisters	13
36 lbs., Silver Gloss, in 6-lb. draw lid boxes	13
100 lbs., kegs, Silver Gloss, large crystals	11
40 lbs., Benson's Enamel, (cold water), per case	3 25
Celluloid, 45 cartons, case	4 50
Culinary Starch	
40 lbs., W. T. Benson & Co.'s Celebrated Prepared	11½
40 lbs., Canada Pure or Challenge Corn	09½
20-lb. Casco Refined Potato Flour, 1-lb. pkgs.	16
(20-lb. boxes, ¼c higher, except potato flour)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz... 1 50
Knox Plain Sparkling Gelatine (makes 4 pints), per doz... \$2 00
Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz... 2 10

SYRUP

THE CANADA STARCH CO.,
LTD., CROWN BRAND
CORN SYRUP

Perfect Seal Jars, 3 lbs. 1
doz. in case... \$4.00
2-lb. tins, 2 doz. in case... 5 15
5-lb. tins, 1 doz. in case... 5 75
10-lb. tins, 1 doz. in case... 5 45
20-lb. tins, ¼ doz. in case... 5 40
(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. \$0 07½
Half bbls., about 350 lbs. 0 08
¼ bbls., about 175 lbs. 0 08½
2-gal. wooden pails, 25 lbs. 2 45
3-gal. wooden pails, 38½ lbs. 3 65
5-gal. wooden pails, 65 lbs. 5 90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case... \$5 65
5-lb. tins, 1 doz. in case... 6 25
10-lb. tins, ½ doz. in case... 5 95
20-lb. tins, ¼ doz. in case... 5 90
(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

	Toronto	Montreal
Pints, 2 doz., case..	9 00	9 00
Quarts, 1 doz., case.	8 25	8 40
Gallons, ½ doz., case	15 00	15 40

INFANTS' FOOD

MAGOR, SON & CO., LTD.
Robinson's Patent Barley—Doz.
1 lb. \$4 00
½ lb. 2 00
Robinson's Patent Groats—
1 lb. 4 00
½ lb. 2 00

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red and Dark Brown	\$1 15
Card Outfits, Black and Tan..	4 15
Metal Outfits, Black and Tan..	4 85
Creams, Black and Tan.....	1 25
White Cleaner	1 25

IMPERIAL TOBACCO CO. OF
CANADA, LIMITED
EMPIRE BRANCH

Black Watch, 10s, lb.	\$1 20
Bobs, 12s	1 00
Currency, 12s	1 00
Stag Bar, 9s, boxes, 6 lbs.	1 06
Pay Roll, thick bars	1 25
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 20
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 06
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 12
Forest and Stream, tins, 9s, 2-lb. cartons	1 44

CANTELOUPES

Now receiving cars of the finest netted melons grown in California.

Prices are low, making these about the cheapest fruit now on the market. Order to-day—

STANDARD—PONIES—FLATS
CALIFORNIA FRUITS
PEACHES—PLUMS—APRICOTS
WATERMELONS—NEW POTATOES
TOMATOES—CABBAGE
ORANGES—GRAPEFRUIT
LEMONS
BANANAS A SPECIALTY

The House of Quality

HUGH WALKER & SON
GUELPH Established 1861 ONTARIO

CALIFORNIA

Peaches, Plums, Cherries,
Apricots

Our First Car of the Season
Will Arrive Wednesday

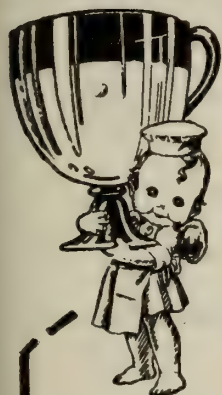
Cucumbers, Mississippi
Tomatoes, Cantaloupes
and Watermelons

Virdilli and California
Lemons

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TORONTO

Long Distance Phone, Main 6243



Custard that Compels Custom

It is the fresh, delicate, creamy "home-made" flavour of Freemans Devonshire Custard that has made it so popular in the British Isles.

Oversea Troops from the Dominion who have returned home are bringing with them many links with the Old Country, one of which is a desire to taste again its delicate and unrivalled purity.

It will pay you well to display

FREEMANS DEVONSHIRE CUSTARD

in your store—it is such a ready seller and a very profitable line to stock, also it will enable you to push your canned and bottled fruits to great advantage.

Freeman's Devonshire Custard owes its unrivalled purity and flavour to the ideal conditions of cleanliness under which it is manufactured.

Write for trade terms and particulars to the
WATFORD MFG., Co., Ltd.
Delectaland, Watford,
England

Freemans
FOOD PRODUCTS
Watford

Brooms

We are pleased to advise the trade that we can now supply our

Standard Brooms

Prompt Shipment

and will be glad to book your order.

Prices *right*. Quality as usual.

Walter Woods & Co.
Hamilton and Winnipeg

It is repeat sales that make
your profit--and DEL MONTE
Products are great repeaters because
they have the quality that brings
customers back for more.



KEYSTONE

Household Brushes

'Keystone' Household Brushes are the right brushes for you to stock and push--because they are the best brushes that can be made for the prices asked.

The housewife appreciates the fact that brushes which hold their bristles will save time and money. You can sell "Keystone" Household Brushes with this assurance, and your customers will depend on your statements when buying again.

For prices, etc., write

Stevens - Hepner Co.
Limited
PORT ELGIN, ONT.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

STEVENS-HEPNER CO., Limited
- PORT ELGIN, ONTARIO -

Forest and Stream, 1/4s, 1/2s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3 1/2 lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITS

Soap Powder, case 100 pkgs.	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$4 60
Perfection, 1/2-lb. tins, doz.	2 45
Perfection, 1/4-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, 1/2-lb. jars, 1 and 2 doz. in box, doz.	2 75

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE-- Per lb.

Eagle Chocolate, 1/4s, 6-lb. boxes	0 32
Eagle Chocolate, 1/2s, 6-lb. boxes, 28 boxes in case	0 31
Diamond Chocolate, 1/4s, 6 and 12-lb. boxes, 144 lbs., in case	0 32
Diamond Chocolate, 10c size, 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 42
Milk Medallions, 5-lb. boxes in case, per lb.	0 42
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 50 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

Do you want help or have
you something to sell, if so
use the classified column in
this paper.



"Did You Bring the Jell-O?"

The "Delivery Man" finds that his visits are often awaited almost as eagerly as those of Santa Claus. And why not? Doesn't the "Delivery Man" bring more good things to the average home in the course of a year than Santa does?

When mamma is ordering something particular good for dinner—Jell-O, for instance—don't you believe there are some anxious moments until the "Delivery Man" comes and empties his load in the kitchen?

THE GENESEE PURE FOOD COMPANY OF CANADA
LIMITED

BRIDGEBURG, ONTARIO

Made in Canada

Our
Want Column
Will Help You

Baker's Cocoa and Chocolate



REGISTERED
TRADE-MARK

**MAKE AND
KEEP GOOD
CUSTOMERS**

They are most reliable goods sold with a positive guarantee of purity and superior quality; put up in conformity with the Pure Food laws; are readily sold, giving a quick turnover of stock.

MADE IN CANADA

WALTER BAKER & CO. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

Parke's Fly and Mosquito Oil



KEEPS MOSQUITOES AND BLACK FLIES AWAY.

No mosquito bites. No swollen hands and ankles. No red inflamed lumps on the face.

"Use it and they will leave you alone."
THE DEMAND FOR IT IS EVERYWHERE at the home, the beach, the lakeside, the camp, etc.

Good sized bottle sells for 25 cents. Wholesale price \$2.10 per dozen, \$24.00 per gross.

Manufactured and for sale by

PARKE & PARKE, LIMITED
MacNab St. and Market Sq., Hamilton, Ont.

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KINDLY MENTION THIS
PAPER**

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

WANTED

live representatives in every province in the Dominion of Canada to sell our new products:—

REX CEDAR OIL
 REX FURNITURE CREAM
 REX FLOOR WAX
 REX WASHING COMPOUND

The above lines, with many others, are first-class goods. We offer liberal commission. Write or wire us.

REX CHEMICAL COMPANY
 20 ST. JAMES ST., MONTREAL

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer
 143-153 University Ave., Toronto

This space, small though it is, is capable of producing big results if used continuously and judiciously.

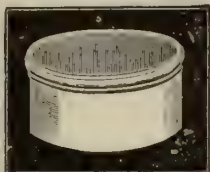
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Latest Editorial Market News



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Limited
Dominion Bank Bldg.
TORONTO

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TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

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Agents:

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J. E. TURTON, Board of Trade Building, Montreal

The LV PICKLE

Manufactured by

GILLARD & CO., LIMITED

London, England

An English Delicacy of High Repute

Magor, Son & Co., Ltd., 403 St. Paul St.,
(Place Royale), Montreal.

Order from your jobber to-day.

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

NEW BRUNSWICK PROTESTS EMBARGO ON AMERICAN POTATOES, FEARING RETALIATION

New Brunswick potato dealers and growers have entered a protest against a movement emanating from Ontario and Quebec to have an embargo placed on American potatoes coming into Canada on the grounds that the American Government would doubtless retaliate and not allow Canadian potatoes to go into their market next fall.

Such action, the potato dealers and growers declared, would ruin the potato industry in the Maritime Provinces, nine-tenths of the crop having been marketed in the United States last year.

The American market is, it appears, of more importance to the New Brunswick grower than the Canadian. The New Brunswick Potato Exchange stated that since September last they have shipped 900 cars of potatoes to the United States and only 100 cars to Ontario.

COCOANUT

For immediate or future deliveries.

E. B. THOMPSON

20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS.

The TRENT MFG. CO., Ltd.
TRENTON - - - ONTARIO



Now is the time to see us regarding Salted Lake Herring in pails, tubs or half-barrels. Write us at once. Herring any quantity our specialty.

BOWMAN FISH CO.
66 Jarvis Street.
Toronto

GROCERS & BUTCHERS

Buy the Best

FANCY DRESSED POULTRY,
SELECTED EGGS, CHOICE DAIRY
AND CREAMERY BUTTER

C. A. MANN & CO.

LONDON, ONTARIO

"Canada Food Board License No. 7-078"

R.M. FLEXIBLE
BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU...
CAN TIE IN A KNOT WITHOUT
DAMAGE. SUPERSEDE ALL
OTHER STYLES FOR INVERTED
GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

Ship us your

BUTTER, EGGS, POULTRY Etc.

We pay highest wholesale prices
KAVANAGH PROVISION CO.
Bleury Street, Montreal

Phones :

Uptown 4620, Uptown 4621, After 7 p.m. Upton 198

TANGLEFOOT
The Non-Poisonous Fly Destroyer
The United States Public Health Service advises: "Arsenical Fly-Destroying devices must be rated as extremely dangerous, and should never be used."

WANTED

EGGS AND POTATOES

We pay highest market prices.

Write us for information

NAPOLÉON MORRISSETTE

18 Jacques Cartier Square, Montreal

Wanted

Classified Advertising

Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

WANTED — SALESMEN TO REPRESENT wholesale grocery house in city and country. Those having either experience or connection preferred. Apply Box No. 648, Canadian Grocer, 143 University Ave., Toronto, Ont.

WANTED.—A CASH GROCERY BUSINESS in good live town or city. Box 32, Orillia, Ontario.

COLLECTIONS

COLLECTION LETTERS — MONEY-GETTING letters that don't antagonize. Complete series with instructions. Yours for 25 cents. Toronto Stenographic Service, Webster Building, Toronto.

Grocery Salesman

Old established Western Wholesale Grocery House has opening for experienced grocery salesman, one who has absolutely proved his qualities of salesmanship. Territory is desirable. Firm has good connection at present time, but can be improved. Substantial salary with yearly bonus will be paid to right man. This is an excellent opportunity for first class grocery salesman to enter the Western field where opportunities for advancement are more numerous than in the East. Only first class, capable salesmen with good records behind them need apply. Correspondence strictly confidential. Apply Box 650, Canadian Grocer, University Ave., Toronto.

Your Questions Answered

Any information you desire on matters pertaining to the trade will be gladly furnished **FREE** upon application and will be answered through the columns of this paper. If you enclose a stamped, addressed envelope we will also reply direct to you. Don't hesitate to ask us. We will do our best.

CANADIAN GROCER
143-153 UNIVERSITY AVE.
TORONTO

POSITIONS WANTED

YOUNG MARRIED MAN WITH THOROUGH and up-to-the-minute knowledge of the business, wants position in first-class grocery or general store. Capable of taking complete charge, would invest some capital in partnership if suited. Best of references. Apply Box 652, Canadian Grocer.

TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL. Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault. P.O. Box 135, Station B, Montreal.

WANTED

WANTED—EXPERIENCED GROCERY SALESMAN for first-class store. Lindsay. Box 500. Canadian Grocer, 143 University Ave., Toronto.

SALESMAN TRAVELLING IN EASTERN Townships, Quebec, calling on grocery and general stores, wants one or two good lines grocers' specialties on commission. Apply Box 654. Canadian Grocer, 128 Bleury St., Montreal.

TO MANUFACTURERS—OVERSEAS TRADE. T. B. Roe personally waits upon the best Grocers in Lancashire and Yorkshire districts, England. He has a first-class connection with wholesale and retail houses and has permission from the English firm he represents to sell other goods on commission. T. B. Roe, 29 West Street, Scarborough, England.

**WHEN WRITING ADVERTISERS
PLEASE MENTION THIS
PAPER**

COLLECTIONS

You want those bad accounts cleaned up?

All right, sir, if that's your desire, let us know. We have helped others — we are ready to help you.

We have a large, well-reputed organization, thoroughly qualified to collect anywhere. Let us know your need—we will do the rest.

Nagle Mercantile Agency
Westmount, Montreal, Que.

**EVERYWHERE
NO
COLLECTION
NO
CHARGE
EFFICIENT
RELIABLE**

Feature These Cold-Luncheon Treats For Summer Days



Davies' Jellied Pork Tongue

IF you are making a bid for the Summer resort and picnic trade, these are the lines to bring you good business.

Davies Cooked and Jellied Meats are made in an assortment inviting enough to meet the requirements of every class of trade. They're good—because they're **made** good.

Feature these popular lines in your Store.

PORK TONGUE
OX TONGUE

PORK AND TONGUE
HOCKS
ENGLISH BRAWN

PRESSED BEEF
VEAL

(Put up in Open Tins, about 6-lbs. each. Ox Tongue also in 9-lb. and 14-lb. Tins)

THE **DAVIES** COMPANY
WILLIAM LIMITED

Montreal

TORONTO

Hamiltor

Canada Food Board Packers' License No. 13-50.

Profit depends on three things

1. *How much margin you make*
2. *How often you make it*
3. *How easily you make it*

WE are helping every grocer make sugar a profitable item by quickening the repetition of his LANTIC SUGAR sales and by reducing the expense of each transaction to a minimum.

Lantic Sugar ADVERTISING

is educating the housewife to appreciate cleanly and convenient LANTIC in original packages which the grocer can handle without labor and without waste.

Our big 24-sheet posters occupy the most prominent locations. Our full color page advertisements or black and white advertisements are in nearly every issue of leading magazines. Our newspaper advertisements appear in preferred positions several times a week all over the Dominion.

This strong methodical advertising campaign is done in the interest of standardizing the grocers' sugar sales, eliminating waste, accident and mistakes and increasing profit by speeding up the turnover on modern scientific lines.

Packed in 2 and 5-lb. cartons; 10, 20 and 100-lb. sacks.



ATLANTIC SUGAR REFINERIES, LTD., McGill Bldg., MONTREAL

FEATURING TRADE MARKS

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXIII

PUBLICATION OFFICE: TORONTO, JUNE 27, 1919

No. 26

**It's Good to Know
so Fine a Sugar is
Canadian from the
ground up.**

WE know that women will not use a Sugar for any other reason than that supplied by its intrinsic merit. We realize that the "Made in Canada" claim counts for nothing unless backed up by real quality. Thousands of Canadian women are using Dominion Crystal Sugar—and most Grocers supply it in preference to any other; solely because they know it to be a superior product.

Not all Dominion Crystal Sugar is made from Sugar Beets. We do import raw Cane Sugar, and we refine it in the same three refineries that produce our "Beet" Sugar. But our pride is in the product we make from Canadian Sugar Beets. There is none better.

**Dominion Sugar Company, Limited
Chatham**

Refineries at Wallaceburg,
Chatham and Kitchener.



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested

That's the
Trade Mark
of the neatest
and tightest
seal on the
market



It's the stamp of the good-looking and popular **ANCHOR CAP**—a clean-cut, attractive seal that gives a selling punch to a display of glass goods.

It's the Trade Mark of a seal that will increase the dealers' sales of food products in glass packages and reduce his loss through spoiling and spilling.

Tell your wholesales you want Anchor Cap seals on your next order of bottled food products.

**Anchor Cap and Closure Association
of Canada, Ltd.**

50 DOVERCOURT RD.

TORONTO



Borden's

Solves the Fresh Milk Problem

The keeping qualities of the Borden Milk Products make them preferable to dairy milk, particularly during the hot Summer days.

For this very reason and because the Borden lines fit in quite perfectly for the daily use of the whole family most good housewives would not be without a supply of these rich, pure, wholesome Milk Products.

The Borden lines are particularly suitable for Campers, Picnickers and outing folk in general.

Do your customers know you sell Borden's?

Borden Milk Co. Limited

"Leaders of Quality"

Montreal

Branch Office:

No. 2 Arcade Bldg., Vancouver

Here's

MAROMA

*The
New Appetiser*

*Retailing
at 50c. a jar*



A combination of a high-grade French Mustard which by the addition of three parts of cream or condensed milk produces a Salad Dressing, the peer of any on the Canadian market.

The quantity produced by the addition of this extra amount of milk is equal to three 90c bottles of the best known brands which means a **saving to the Housewife of some 300% over the prepared dressings.**

Maroma is put up in neat glass jars as shown in illustration. A few of these displayed on your counter would surely get you many sales. And the 50c retail price gives you a dandy profit.

E. W. Jeffress, Limited

Walkerville, Ontario

DOES IT PAY YOU

Mr. Grocer, to crowd your shelves with goods which **REMAIN** there?

Would you not rather see them emptied **BY YOUR CUSTOMERS** each day and refilled for your next day's business?

The **READY SALE**, the **QUICK TURN-OVER** and the **SATISFIED CUSTOMER** are what spell **SUCCESS** to you.



A
SHELF
OF



CLARK'S PORK and BEANS

will empty more quickly, more frequently and with better results than any other brand.

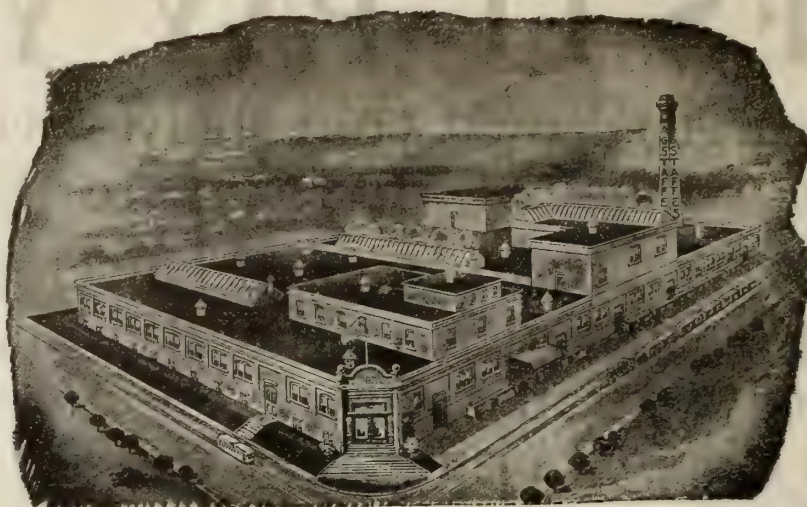
CLARK'S label and QUALITY are synonymous.

W. Clark, Limited

Clark's

Montreal

Prepared
in
Copper
Kettles
Boiled
in
Silver
Pans



Packed
in
Gold
Lined
Pails
and
Glass
Jars

THE MOST MODERN AND UP-TO-DATE FRUIT
PRESERVING FACTORY IN CANADA

WAGSTAFFE'S

NEW SEASON'S 1919

STRAWBERRY JAM

Now Ready for Delivery

Order from Your Wholesale Grocer

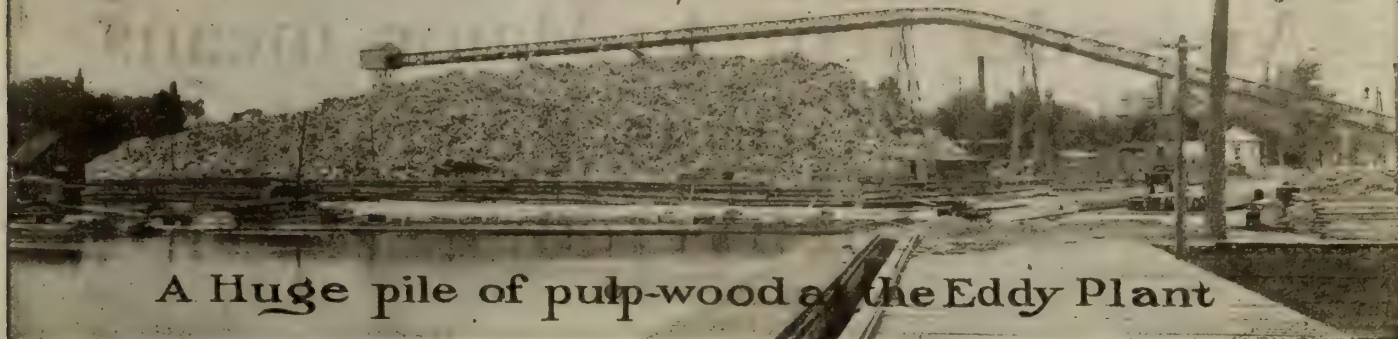
WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON

CANADA

"Every week with the E.B.Eddy Company of Hull, Canada"

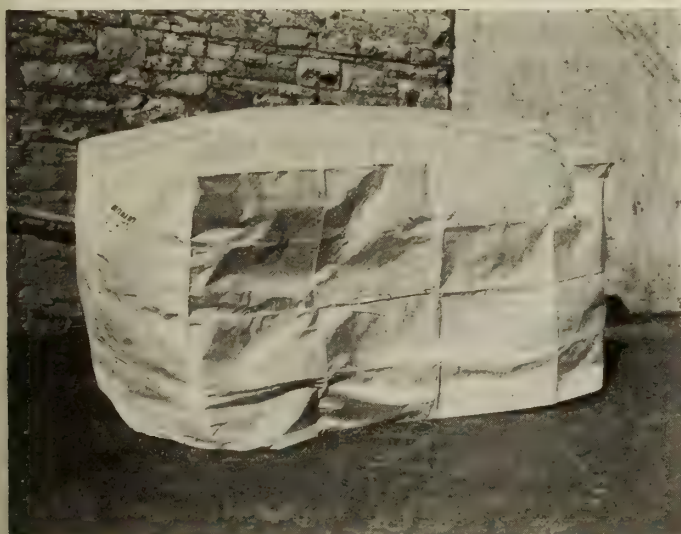


A Huge pile of pulp-wood at the Eddy Plant

Story for Week Dated June 27, 1919

Being No. 40 in the Series

A Paper Bag Big Enough To Hold An Automobile



THE illustration above shows one of the largest sorts of paper bags made by the E. B. Eddy Company at Hull. Inside this monstrous paper bag there is a Ford Automobile. Bags of this size are made in considerable quantities by the E. B. Eddy Company, for use by the automobile manufacturers. They are used when cars are exported, and for the protection of cars during railway transportation. A further and growing use for them is for putting over autos when the cars are laid away for the Winter. The protection provided by the strong impervious Eddy Paper, which keeps out dust and acts like a blanket against changes of temperature, cannot be surpassed. Though made of such apparently perishable material as paper, these giant bags last well, and are inexpensive. They are made by hand with sewn and strongly glued seams. Even at the Eddy plant—the home of giant machinery, there is not a machine huge enough to turn out these great paper bags at so many per minute.

EDDY'S



THE BEST
BAG
MADE

OUR GREAT SPECIALTY

SELF-OPENING, BOX-SHAPED

GROCERY BAG



An order sent to Major means Quality Goods promptly delivered

¶ Whether your order is written, wired or 'phoned, our never-changing policy of prompt and particular attention applies to it. If there is one thing more than another that we pay special attention to it is to the mail order end and our stocks are always amply big to fill every mail order received.

¶ During the present period of readjustment it is well to keep in mind that S. J. Major, Limited, of Ottawa, can give satisfactory service to every individual patron.

¶ And our goods—their quality is the kind of quality you would expect to get from a house with a reputation extending over a period of **40 years.**

¶ We would appreciate an opportunity to show you how we make good our claims, because we are confident that you will continue with us after a trial.

Let us send you particulars anyhow.

S. J. Major, Limited

Wholesale Grocers

Founded in 1879

OTTAWA

- -

CANADA



It's the largest seller of any soap on the market

PALMOLIVE Soap is growing in public favor every day. Dealers featuring Palmolive have their selling efforts backed by persistent magazine, newspaper and billboard advertising.

There's a good profit on every sale of Palmolive—big enough to make regular displays very worth while.

Are you a Palmolive dealer?

THE PALMOLIVE COMPANY OF CANADA, Limited
TORONTO

(912)

A Profitable Introduction



Make It
Every Day



GROCERS who take the little trouble necessary to acquaint their customers with the qualities of Klim reap their reward in ever-recurring sales. Klim soon becomes indispensable in every home where it is known.

Klim is powdered separated milk with a strong Summer appeal (it will not sour) and an equally strong Winter appeal (it will not freeze).

Order from your wholesaler

Canadian Milk Products Limited

TORONTO

St. John

Montreal

Winnipeg

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you two cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just two cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 2c word first insertion, 1c word each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

"Quality" Brand

is all that the word implies



THE "Quality" Brand shown here is a symbol of goodness in Cereal Products. Any and every package carrying this "Quality" Brand Trade Mark contains a product just as good as human skill and up-to-the-second milling methods can make it.

"Quality" Brand Cereals

include

Rolled Oats
(Packages and Bulk)

Oatmeal
(Any Cut)

Split Peas
(Yellow)

Pot Barley

Pearl Barley

Brose Meal

Gluten Flour

Farina

Wheatlets

"Leading" Brands Flour

Hard

Winter

Blended

"Rainbow" "Our Chief"
"Hercules" "White Dove"

"Gold Seal"

"Star"
"McLeod's Special"

For Domestic and Export Trade

**CANADIAN CEREAL AND FLOUR
MILLS CO., LIMITED**

Millers and Grain Dealers
STRATFORD - CANADA



Stuart's Jams

The
New Season's Pack
of
STRAWBERRY JAM

has now been delivered
to the jobbers

Stuart's Jams have been noted in
the past for the excellence of
their quality, and this season's
Strawberry pack measures well
up to the same high standard of
perfection.

PLACE YOUR ORDER NOW

STUART LIMITED
SARNIA, ONT.



Clerks can always safely fill
the customer's sugar order
with Royal Acadia



*"Every Grain
Pure Cane"*

The Pyramid Trade Mark
Guarantees The Quality

Whether she asks for Royal Acadia by name or not you can rest assured she will thoroughly approve of the all round goodness of this delightful sweetener.

Royal Acadia is put up in handy-sized 2 and 5-lb. cartons, also in 10, 20 and 100-lb. bags, half-barrels and barrels.

The Acadia Sugar Refining Co.

HALIFAX, CANADA

Limited

They make easy sales and quick turnovers for you because your customers know and have confidence in DEL MONTE Quality.



Imperial Rice Milling
Co., Ltd.
VANCOUVER, B.C.



We are offering the best value
in Rice on the Canadian
Market to-day.

Canada Food Board License No. 4-517.

SNOWCAP
PILCHARDS



Delectable
and
Dainty
Hand
Packed
BY

The Nootka
Packing Co., Ltd.
NOOTKA, B. C.

Packed in 1 lb. Talls
and 1-2 lb. Flats,
Sold By Your Jobber.

EXCLUSIVE DISTRIBUTORS

Dodwell & Co., Limited
VANCOUVER, B.C.

DESICCATED COCOANUT

We import direct from our own mills at Colombo, Ceylon, and stand behind the quality of our goods. The prices we quote are rock-bottom. Let us quote you on your next requirements.

Our agents are:

Tees & Persse, Ltd., Winnipeg, Fort William, Regina, Saskatoon, Moose Jaw; Tees & Persse of Alberta, Ltd., Calgary, Edmonton. Newton A. Hill, Toronto, Ont.; E. T. Sturdee, St. John, N.B.; R. F. Cream & Co., Ltd., Quebec, Que.; J. W. Gorham & Co., Halifax, N.S.; C. T. Nelson, Victoria, B.C.

Dodwell & Co., Ltd.

Importers & Exporters

VANCOUVER



HOPS

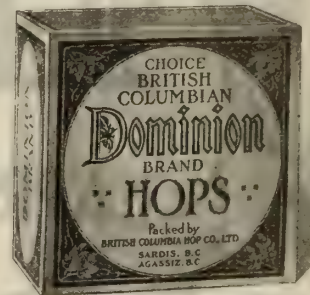
In Quarter and Half Pound
Full and Short Weight Packages

BUY DIRECT FROM THE PRODUCER

BRITISH COLUMBIA HOP CO., LTD.

Ranches located at
Sardis, Agassiz,
B.C.

Head Sales Office:
235 Pine Street,
San Francisco,
California.



Largest Hop Growers in Canada

Write for Prices—Samples

CLAYOQUOT-SOUND CANNING CO. LTD.
J. L. BECKWITH, AGENT
VICTORIA, B.C.

FRESH
BRITISH COLUMBIA

PILCHARD

IMPERIAL CANNING CO. LTD. VICTORIA, B.C.

DIRECTIONS.
WHEN REQUIRED
NOT PLACE THE
CAN BEFORE BEING
OPENED INTO
BOILING WATER
FOR TEN
MINUTES

Your Customers Will Like

**ALBATROSS
BRAND**

PILCHARD

It is a wholesome and delicious Sea Food and with the prevailing big demand for fish dealers will find Albatross Brand Pilchards a quick-mover and a good money-maker, too.

Clayoquot-Sound Canning Co., Ltd.

J. L. BECKWITH, Agent
VICTORIA - B.C.

Man Left You, Did He?

And for the life of you you don't know where to find another to replace him. Well, our advice to you—and it's good advice—is: Find him by advertising—a small condensed advertisement in CANADIAN GROCER.

If you wanted a blacksmith, we wouldn't recommend CANADIAN GROCER, but when it comes to finding

a man for the grocery business, honestly we don't know of a better or cheaper way of finding him than the use of CANADIAN GROCER.

The way to find the man you want is to look for him where he is likely to be found—in the grocery business.

Rate is 2 cents a word first insertion and 1 cent per word each subsequent insertion. Five cents additional per insertion when replies are to be sent to Box Number in our care. Send your advertisement and remittance to

Canadian Grocer Want Ads. 143-153 University Avenue
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

BRITISH COLUMBIA

Squirrel Brand PEANUT BUTTER

C. T. NELSON GROCERY BROKER

165 Hibben-Bone Bldg., Victoria, B.C.
In touch with all British Columbia wholesalers and jobbers, and can place your line to best advantage. Live men calling on retail trade.
VICTORIA VANCOUVER

KELLEY-CLARKE CO. VANCOUVER, B.C.

GROCERY AND SALMON BROKERS
MANUFACTURERS' AGENTS
Offices also at Seattle, Tacoma and Spokane, Wash.; Portland, Ore.; San Francisco, Los Angeles, Cal.; Boise, Idaho; New York City.

B.C. Market?

We can place one or two good Specialty lines. Our firm has back of it a 15 years' success reputation. We have a staff of aggressive salesmen and first-class storage and warehousing facilities. Write us if you want real representation.

M. DESBRISAY & CO. Salmon Cannery and Manufacturers' Agents VANCOUVER, B.C.

Our organization is equipped to handle any manufacturers' line. Our salesmen get results.

North West Trading Co., Ltd.

Importers of Australian
and Oriental Produce
SALMON BROKERS

DOMINION BLDG. VANCOUVER

Little Bros. Ltd.

VANCOUVER

EXCELLENT FACILITIES FOR SELLING AND DISTRIBUTING FREE and BONDED WAREHOUSE

CAMPBELL BROKERAGE CO.
860 CAMBIE ST. - - VANCOUVER

PETER LUND & COMPANY MANUFACTURERS AGENTS

Can sell, and if required, finance one or two additional staple lines for

British Columbia Territory

Interested manufacturers please communicate
505 Metropolitan Bldg. Vancouver, B.C.
Reference: Merchants Bank of Canada, Vancouver, B.C.

SAY YOU SAW IT IN
CANADIAN GROCER

Estd. 1905

R. G. Bedlington & Co., Ltd., Vancouver

Estd. 1905

are a firm of aggressive brokers that can give manufacturers satisfactory service. Drop a card for particulars.
IMPORTERS EXPORTERS

Watson's

FISH PASTE
in 4 oz.
GLASS JARS

BLOATER
ANCHOVY
SARDINE
SALMON

Packed by—WATSON BROS. FISHING & PACKING CO., LTD., VANCOUVER



Mention this Paper When Writing to Advertisers

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

WESTERN PROVINCES

A. M. Maclure & Co.MALTESE CROSS BUILDING
WINNIPEGIMPORTERS, BROKERS
MAN'F'S. AGENTS
GROCERY, DRUG AND
CONFECTIONERY
SPECIALTIES**ALEX. BAIRD LTD.**Manufacturers' Agents
300 Montreal Trust Bldg.
WINNIPEG, MAN.
Correspondence Solicited**Wholesale Grocery Brokers**
Commission Merchants410 Chamber of Commerce, Winnipeg
Personal attention given to all business entrusted
to us. Established here 1900.
Correspondence Solicited.
GEORGE ADAM & CO.**C. H. GRANT CO.**Wholesale Commission Brokers and
Manufacturers' Agents810 Confederation Life Bldg., Winnipeg
We have the facilities for giving manu-
facturers first-class service.**W. L. Mackenzie & Co., Ltd.**

Head Office: Winnipeg

Branches at
Regina, Saskatoon, Calgary, Edmonton**Joseph E. Huxley & Co.**Wholesale Grocery Commission Agents
WINNIPEG CANADA**Macdonald, Adams Company**

Brokers and Manufacturers' Agents

Open to negotiate for new lines of
Grocery Specialties in Western Canada
502 Avenue Building, Winnipeg

LET CANADIAN GROCER Sell It For You

Donald H. Bain Co.

WHOLESALE GROCERY COMMISSION AGENTS

A sales force of competent men.

Ample capital—and the reliability that goes with it.

A record of results—and the prestige that follows it.

An energetic, result-getting organization—with satisfied clients to
prove it.

Are all at your disposal if WE represent you.

Every branch a business in itself, directed by capable, experienced
managers.

All varieties of Food Products.

If you want results get in touch with us.

Head Office: WINNIPEG**Branches—REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER**

ALSO AT 60 CHEAPSIDE, LONDON, E.C. 2, ENGLAND

Canada Food Board License No. 6-450

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

WESTERN PROVINCES

MANITOBA
SASKATCHEWAN

Wholesale Grocery Commission
Brokers

ALBERTA
WESTERN ONTARIO

H. P. PENNOCK & CO., Ltd.

Head Office: WINNIPEG Manitoba

We solicit correspondence from large and progressive manufacturers wanting active and responsible representation west of the Great Lakes. An efficient selling organization, and an old-established connection with the trade, place us in a position to offer you unexcelled facilities for marketing your products. Write us now.



The Largest in Western Canada

We are the largest Storage Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated Warehouse. Excellent Track facilities. The Western House for Service.

Williams Storage Co.

WINNIPEG

and

Winnipeg Warehousing Co.

F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg

We represent some of the best manufacturers and will give your line the same attention. From Port Arthur to the Rockies we represent, among other lines, Jireh Food Co., Jas. Epps & Co., Ltd., and Kerr Bros.

SIX HOUSES IN WESTERN CANADA

W. H. ESCOTT CO., LIMITED

Winnipeg, Man.

W. H. ESCOTT CO., LIMITED

Calgary, Alta.

W. H. ESCOTT CO., LIMITED

Saskatoon, Sask.

W. H. ESCOTT CO., LIMITED, Fort William, Ont.

W. H. ESCOTT CO., LIMITED

Regina, Sask.

W. H. ESCOTT CO., LIMITED

Edmonton, Alta.

WHOLESALE GROCERY BROKERS, MANUFACTURERS' AGENTS, IMPORTERS

Consignments Solicited

HEAD OFFICE: 181-183 Bannatyne Ave. East, WINNIPEG

Write Us

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

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WESTERN CANADA



CHRISTIE'S BISCUITS

AND

ROBERTSON'S CONFECTIONERY

are both marketed in Western Canada by us.

Both lines are having big sales.

For the same reason your goods should be among the big sellers.

Scott-Bathgate Company, Ltd.

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave., East

WINNIPEG

"Always On The Job"

The H. L. Perry Co., Ltd., 214-216 Princess St., Winnipeg

As your Selling Agents, we can make a big success of your Account.

STORAGE

DISTRIBUTING

FORWARDING

ALBERTA

D. J. MacLeod & Co.

Manufacturers' Agents
and Grocery Brokers
EDMONTON, ALTA.

Open to negotiate for new lines in Alberta.
Our staff calls on wholesale trade and does detail work.

B. M. Henderson Brokerage, Ltd.

106-7 Adams Building, Edmonton, Alta.
(Brokers Exclusively)

Dried Fruits, Nuts, Beans, Jams,
Cereals, Fresh Fruits and
Vegetables.

MacCosham Storage & Distributing Co., Limited

MacCosham Bldg., Edmonton, Alberta
CARLOAD DISTRIBUTORS, CARTAGE
AND WAREHOUSEMEN

Free and Bonded Storage
5 floors—60,000 sq. feet.

Western Transfer & Storage, Ltd.

C.N.R. Carters C.P.R.
DISTRIBUTION - STORAGE - CARTAGE

P.O. Box 666, Edmonton, Alta.

Members of the Canadian Warehousemen's Association

PACIFIC CARTAGE CO.

C.P.R. Carters

Office: C.P.R. Freight Sheds CALGARY

Distribution of Cars a Specialty
Storage and Forwarding Prompt Service

Say you saw it in Canadian

Grocer, it will identify you.

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A BRANCH HOUSE WITHOUT THE COST OF MANAGEMENT

The Regina Cold Storage & Forwarding Co. Ltd.

Regina - Saskatchewan

COLD STORAGE

WAREHOUSING

CAR DISTRIBUTION

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcements appear on this page.

ONTARIO

T. M. SIBBALD & SON

GROCERY BROKERS

Agent for KELLOGG'S Toasted Cornflakes
Another Agency Solicited

311 KING ST. E. - TORONTO
Storage and Bonded Warehouses

MACLURE & LANGLEY

LIMITED

Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties

12 FRONT ST. EAST, TORONTO

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS

FRUITS

H. D. MARSHALL

Wholesale Grocery Broker

OTTAWA MONTREAL HALIFAX

W. G. PATRICK & CO.

Limited

Manufacturers' Agents
and Importers

51-53 Wellington St. W., Toronto

SAY YOU SAW IT
IN CANADIAN GROCER
WHEN WRITING TO
ADVERTISERS

\$1 FOR A MAN

Perhaps you want a good man for your office, or store, or warehouse, or for the "road?" Would you pay \$1 to find a good man? Sure you would.

WHAT are you doing about it? We suggest that you advertise in CANADIAN GROCER—condensed advertisement, 2 cents a word. Make the advertisement brief as a telegram; but make it explicit. Tell all the other man wants to know—except your identity in the first instance. Use a box number to hide this.

Some man somewhere would like, probably, to tie up with you,—if your proposition is good. At the same time good men are scarce—very scarce. So you'll have to do some bidding.

This means—keep on repeating the insertion of your advertisement—"until forbid."

It's reasonable to keep on. Hunting for a hard thing to find usually requires a long search. All CANADIAN GROCER can do is to put your advertisement in 5,600 places where men of the type you may want are likely to be found. We can't make men reply to advertisements—any more than the postman can make people to whom he delivers letters reply to them. We're pretty much like the postman.

But we go to 5,600 and more likely places, remember that. No other single newspaper in the world gets into 5,600 Canadian grocery houses. So if you are in dead earnest about finding a man use CANADIAN GROCER. Rates—two cents per word first insertion and one cent per word each subsequent insertion, with five cents extra per insertion when replies are to be sent to Box No. in our care. Address:

CANADIAN GROCER WANT ADS.

153 UNIVERSITY AVENUE, TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

The service department of Canadian Grocer will gladly assist manufacturers at home and abroad in making arrangements with the firms in all parts of Canada whose announcement appear on this page.

QUEBEC

ROSE & LAFLAMME LIMITED

*Commission Merchants
Grocers' Specialties*

MONTREAL TORONTO
Canadian Food Control License Nos. 6-236/7/8

THE S. G. BENDON UTILITY CO.

Brokers and Commission Agents

30 St. Francis Xavier St., Montreal
Our Motto: Always at Your Service

JOHN E. TURTON

Wholesale Grocery Broker

BOARD OF TRADE BUILDING
MONTREAL

Established 1889

HOWE, McINTYRE Company

Grocery Brokers, Importers and Manufacturers' Agents.

91-93, Youville Square,
MONTREAL CANADA

J. C. THOMPSON COMPANY

Brokers and Commission Agents
Montreal, P.Q.

W. J. SHEELY

*Grocery Broker and
Commission Merchant*

AGENCIES WANTED
CONSIGNMENTS SOLICITED
Bankers: Home Bank of Can.

St. Nicholas Bldg. Montreal

Paul F. Gauvreau

Wholesale Broker

FLOUR, FEEDS AND CEREALS

84, St. Peter Street, Quebec

Am buyer of Peas, Beans, mixed Grain of all kinds. Mail samples and prices. Need big quantities to fill contracts.

J. L. FREEMAN & CO.

Wholesale Grocery Brokers

ROOM 122 BOARD OF
TRADE BUILDING - Montreal

MARITIME PROVINCES

GAETZ & CO.

MANUFACTURERS' AGENTS AND
GROCERY BROKERS

47-49 Upper Water St., Halifax, N.S.

MANUFACTURERS

We want Agencies for Food Stuffs

FOR QUEBEC PROVINCE

References: Royal Bank

NAP. MORRISSETTE

18 Jacques Square MONTREAL

WHEN WRITING ADVERTISERS

KINDLY MENTION THIS

PAPER

Genest & Genest Company, Limited

Brokers and Commission Agents
for the Province of Quebec

If you require Representation, write us.

Genest, Genest Co., Ltd. Board of Trade Building Montreal

TAPATCO

REGISTERED BRAND TRADE MARK

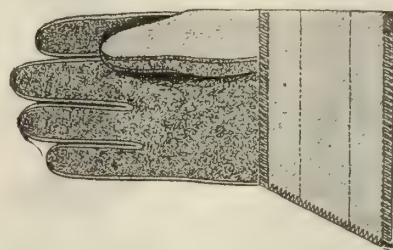
—the trademark of a quality working glove

Dealers and clerks will find it good business to keep a little stock of TAPATCO Working Gloves regularly displayed.

Every man in the neighborhood is a likely prospect for a pair of TAPATCOS. There's a big variety—something for every kind of work:

Gauntlet, Knit Wrist and Band Top Styles (heavy, medium and light), Leather Tip and Leather Faced Gloves, Jersey Gloves and Mitts in Tan, Slate and Oxford.

And TAPATCO GLOVE selling is profitable.



The American Pad & Textile Co.
CHATHAM, ONTARIO



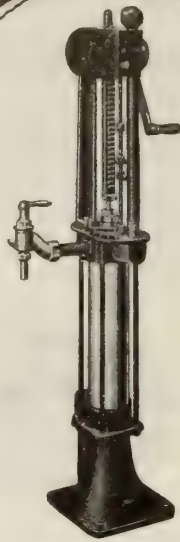
Importers **T** Exporters
FUJITA & CO.

VANCOUVER, B.C.

IMPORTERS
OF

QUALITY BEANS
ORIENTAL PEANUTS
RICE, ALL
LINES WALNUTS

HEAD OFFICE: KOBE, JAPAN



*For Gasoline,
Kerosene and
Other Oils*

Right Within Arm's Reach

Think what a convenience—Gasoline and Kerosene Pumps along side your finest display goods, ready for immediate delivery of these liquids in accurate quantities.

Just a step or two, the can placed on the pump nozzle, a quick turn of the handle and the sale is made. No trips to the oil room, no soiling of hands and clothes—no lost time. A pleasant operation both to you and to your customer.

That's what you can have by installing

BOWSER
ESTABLISHED 1885

Gasoline and Kerosene Pumps

As clean, convenient, safe and profitable as any line of goods you carry.

BOWSER outfits will make the oil business actually attract customers to your store.

Ask us to show you more reasons "why."

S. F. Bowser & Co., Inc. :- 66-68 Frazer Avenue
TORONTO, ONT.
Sales Offices in all Centers Representatives Everywhere

Popularity Means Sales

Women all over the country are finding new and delicious uses for

Shirriff's

(True Seville)
**Orange
Marmalade**



They are having wonderful success in many delightful dishes that they had never dreamed of attempting before. Besides being a favorite breakfast dish, Marmalade is now used in salads, puddings, etc., and is greatly relished with the afternoon cup of tea. Its uniformity of quality and delicious

characteristic flavor have won a place of supremacy for Shirriff's.

This means business for the dealers. Are you getting your share of it? If not, you are missing real live profits. Put a little effort into the selling of Shirriff's and results will be worth while. Order a case to-day.

Imperial Extract Company

TORONTO

Selling Agents: Harold F. Ritchie & Co., Limited, Toronto, Montreal.



The Attractive Brand of an Attractive Seller

"YOU cannot judge a book by the cover," runs the old adage, but in the matter of a real tasty, appetizing fish product, the cover (in this case the good-looking, eye-catching, **Scotch Snack** label) offers a tempting hint as to the excellence of the contents.

A glance at the illustration above will support this statement. Just think, Mr. Man-behind-the-counter, what a snappy display you can make with a few containers so labeled. Such a display would get the housewife's eye quickly and a word of suggestion from you would get a first sale. The "repeats" will surely follow.

Just try a package of **Scotch Snack** yourself. Then you'll need no urging to display and recommend it.

Write to-day for a trial stock and display hangers.

Three Different Flavors:

BLOATER ANCHOVY SARDINE PASTE



ARGYLL BUTE
637 ST. URBAIN ST. MONTREAL

Agents for Scotch Snack:
BONELESS DIGBY CHICKS
BONELESS HERRING
Quotations on Application.

W. S. BAYLEY, Maritime Brokers, Moncton



The Element of Sanitation

The public is giving ever increasing attention to the purity of foods.

The best retail methods to-day lay much stress on the sanitary handling of food stuffs.

No food can be more hygienic or wholesome than the container which carries it from the store to home.

The good retailer chooses a **Riteshape**, because it is sanitary beyond the shadow of a doubt.

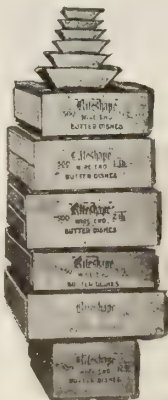
Riteshapes have been given the most searching tests known to food control science.

They are positively and unqualifiedly known to be free from any contaminating element.

Riteshapes are made of pure wood, just as Nature fashioned it.

Nothing else goes into a **Riteshape**.

Thus the most serviceable dish is also the most sanitary.



The ONLY
COMPLETE
LINE
½ to 10 LBS.

Victoria Paper & Twine Co., Limited

Wholesale Distributors : : 439 Wellington St. West, Toronto

Branches: Montreal, Halifax.



No More Shortage on Puffed Wheat

We have Puffed Grains now in plenty.

Since our Peterborough mill burned in December, 1916, we have not been able to supply one-third the demand for Puffed Wheat and Puffed Rice.

Now that situation is corrected. Stock these Puffed Grains and display them. A very big consumer demand exists. Let your customers know that you have them.

Advertised In Canada

Puffed Grains have been constantly advertised in all the leading Canadian magazines. In addition, hundreds of thousands of United States magazines bring those advertisements here.

We kept up this advertising when we could not supply Canadian demand, to be ready for this opportunity.

Now is the chance for you to realize on the dormant demand which exists.

The Demand Unprecedented

The demand for Puffed Grains is unprecedented.

The late increase in consumption is remarkable.

Each customer is a large consumer. The grocer's profit will average \$10 per year on each customer.

Let your people know they can get Puffed Grains, and this line will be one of your biggest cereal sellers.

Puffed Wheat a Favorite

For 1½ years we have not been able to make Puffed Wheat in Canada. Our output was Puffed Rice only. So the Puffed Grain sale has run to Puffed Rice from necessity.

But Puffed Wheat is the favorite Puffed Grain for serving in bowls of milk. In the United States the demand has grown to enormous proportions. And it will come in Canada—and quickly.

Push Puffed Wheat. It will double your sale on Puffed Grains.

Order both of them and display them. Be the first in your neighborhood to let people know they are back.

The Quaker Oats Company

Peterborough and Saskatoon

CANADA

Speaking of Trade Marks—

The Word

“SUMORE”

is a Trade Mark to be
found on packages of
high grade



SALTED PEANUTS, ALMONDS and FILBERTS

PEANUTS

5 Cent Packages

Salted Spanish—30 packages
to box, 5 boxes to case, per
box \$1.10

Blanched Fancy Whole—36
packages to box, 5 boxes to
case, per box \$1.25

Bulk

Salted Spanish—10 lbs. to
box, per box \$2.70

Salted Fancy Splits Blanched
—10 lbs. to box, per box.. \$3.30

Salted Fancy Whole Blanched
—10 lbs. to box, per box.. \$3.80

All 5 boxes to case.

10 Cent Packages

Finest Salted Almonds—24
packages to box, 5 to case,
per box \$1.80

Finest Salted Filberts—24
packages to box, 5 boxes to
case, per box \$1.80

Delivered. All weights are nett.
Keep stock in a cool place. Glassine
bags free.

“Sumore” is a line that you’ll take credit
in pushing when once you get acquaint-
ed with the real merits of the nuts in the
“Sumore” branded packages.

If you are already selling “Sumore”
Salted Nuts, you will need no urging to
keep on doing so. If you have yet to
get acquainted let us introduce you by
means of a trial supply.

Note our prices herewith

Glassine Bags Free

Montreal Nut and Brokerage Co.

30-32 Jurors Street

::

::

MONTREAL

Loggie Sons, Agents, Toronto

WALTER CHRISTMAS
General Manager



Sell it
by the
case



WE have created the consumer demand for Coca-Cola and we want you to supply it.

A stock of Coca-Cola will introduce to you easy selling, quick turn-over and elegant profits.

And you can sell it by the case.

Every home in your community needs a case of Coca-Cola. It's up to you to supply it. Get your share of the demand for Coca-Cola—and the profits.

THE COCA-COLA CO.
WINNIPEG

9T

Will you have it when they call?

CATELLI'S

(MADE IN)

MILK — L'ETOILE —



We pack Macaroni, Spaghetti, Vermicelli, Ready-cuts, Noodles, Alphabets, Animals and Stars under all three of these trade names—so you can get our complete line of alimentary pastes in one brand, or you can handle all three, as you prefer.

All wholesalers have CATELLI'S "Hirondelle"—"L'Etoile"—and "Milk" brands, in the sealed packages. Be sure to specify CATELLI'S whenever you order.

We Use No Artificial Coloring (yellow). CATELLI'S Is Absolutely Pure.

The C. H. Catelli Co., Limited, Montreal

MACARONI

CANADA)

HIRONDELLE BRANDS

Advertised from Coast to Coast

The Summer Money Maker for Every Dealer

CATELLI'S Macaroni has come into its own. Our advertisements in the leading newspapers and magazines have convinced many people—and will convince still more—that Macaroni, Spaghetti Ready-cuts, etc.—as CATELLI prepares them—are among the most inviting and appetizing of all foods.

Our Cook Book—which we send free to your customers—has shown thousands of women how to prepare CATELLI'S Macaroni, etc., in new and delightful styles, that are as delicious as they are novel.

Our sealed packages please dealer and customer alike. They are attractive for shelf, counter and window display. They are compact and easy to handle. They save the time and trouble of doing up awkward packages. They prevent breakage and waste, and loss through overweight. They carry CATELLI'S Macaroni to your customers unbroken, clean, appetizing in appearance. The sealed packages are real economies—and trade winners every time.

As a result, CATELLI'S Macaroni, Spaghetti, Vermicelli, Ready-cuts, Noodles, Alphabets and Animals are staple dishes in every section of Canada. Their sound economy; their splendid food value; their delicious flavor and the novel ways in which they can be prepared, are making CATELLI'S more popular than ever.



*This is the Cover of our Cookbook
—many of your customers have it.*



*Write us if
you want
more particu-
lars about
"B E T T Y"
C o n d e n s e d
Milk.*

Grocers---recommend
BETTY BRAND MILK
to your customers
**FOR THEIR CAMPING
FOR THEIR PICNICS
FOR THEIR COTTAGES**

Take "BETTY" BRAND with you.

"BETTY" BRAND Condensed (Sweetened) Milk is gaining favor at a rapid rate. Once your customers use it they can be counted on to come back for more. "BETTY" Milk is different to all others—it is *superior*. There is no peculiar flavor in "BETTY" Milk because it is absolutely pure, being made from the richest quality of milk, condensed to the consistency of cream and sweetened with pure sugar. There is a daily demand for "BETTY" BRAND Condensed Milk. Simply grand for Summer Homes and every household use. Recommended highly as an infant diet.

The Laing Produce and Storage Co., Ltd., Brockville, Ont.

**FINEST CRYSTAL
GELATINES**

Powdered and Sheet
FINE LEAF GELATINE
British Manufacture

GELATINE

OURY, MILLAR & CO.
9 Mincing Lane, London, E.C., Eng.

SOLE AGENTS FOR CANADA

F. S. Jarvis & Co.
18 TORONTO ST., - TORONTO

EVERY DOG OWNER

throughout the World

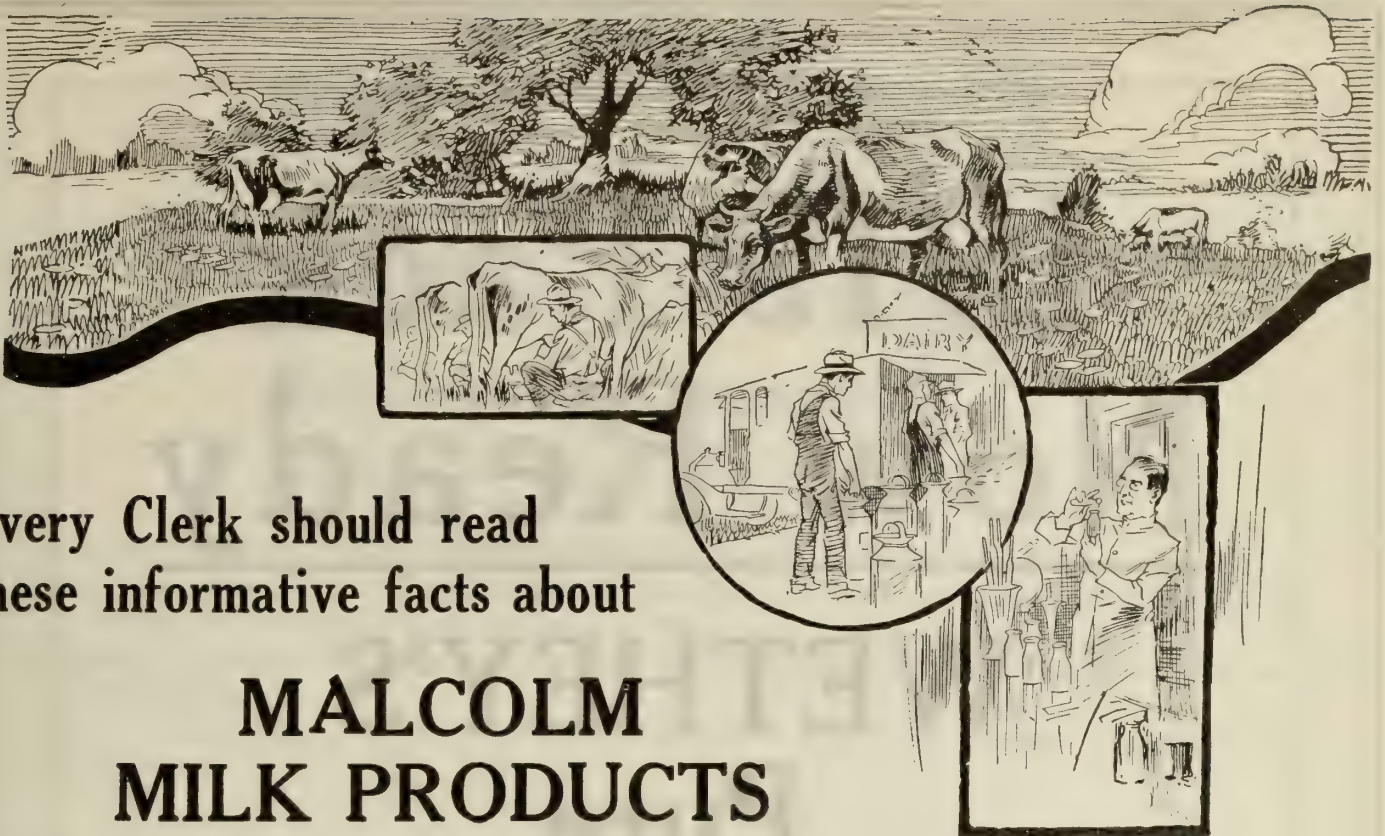
Knows

SPRATT'S
DOG CAKES
and
PUPPY BISCUITS

**Will you cater for
those in your town?**

*Ask your jobber for them or write for
samples and prices to*

SPRATT'S PATENT LIMITED
Congress Street, NEWARK, New Jersey, U.S.A.
or
24-25 Fenchurch Street, London, England.



Every Clerk should read
these informative facts about

MALCOLM MILK PRODUCTS

Every can of Malcolm's contains a Milk Product that is fresh, hygienically pure and sanitarily clean. That is the guarantee you give a customer when you hand her any of the Malcolm lines.

Malcolm Purity and Goodness is the result of no mere accident. Rather is it the culmination of the scrupulous care given to each and every part of their manufacture from the instant the rich, pure, creamy milk is taken from the healthy cows on the cool pastures in the vicinity of St. George, until it is received and analysed at the Company's Dairies, processed scientifically, securely sealed in the familiar Malcolm Milk containers to be later shipped out to the Trade all over Canada.

So that when you display and suggest Malcolm Milk Products you are backing a strictly **Made-in-Canada** line that is fully equal to any imported brand sold in Canada to-day.

Your employer will appreciate a suggestion from you that you make a regular display of Malcolm's. Remind him that **we pay freight on 5-case lots or over up to 50 cents per 100 pounds.**

The Malcolm Condensing Company, Limited

ST. GEORGE

::

ONTARIO



1919 Pack Now Ready

WETHEY'S Pure Strawberry Jam

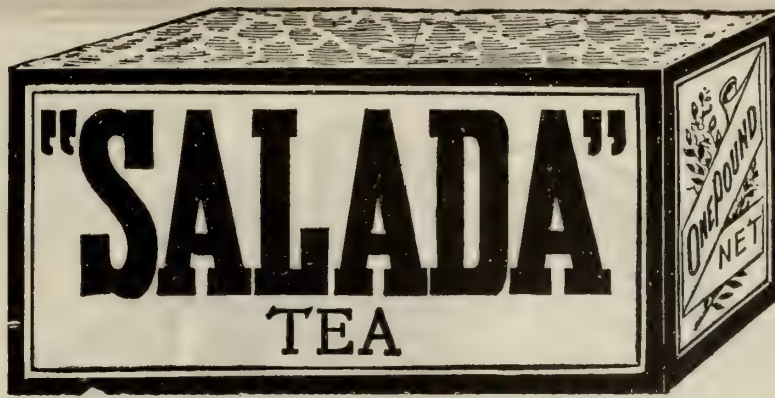
has been rightly named "the consumer's delight"

The
Wethey
Label
Perfects
The
Table

*Order from your Jobber
or write us direct*

J. H. WETHEY, LIMITED

St. Catharines, Ontario



MAKES IT POSSIBLE

For every grocer to build up and maintain a large and profitable tea trade.

To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.

To secure a speedy, actual and protected profit on all sales, and to put the tea peddler out of business.

To serve your customers with the finest tea grown, fresh and fragrant from the best gardens.

"SALADA"

LONDON, ENG. NEW YORK BUFFALO TORONTO MONTREAL BOSTON CHICAGO DETROIT

It seems like locking the stable after the horse is out to have an inefficient refrigerator while the rest of your store is up-to-date.

INVEST IN A

EUREKA

FOR THIS WOULD

Be an investment with sure returns. Ice saved and foodstuffs kept in their best condition.



No. 188, No. 19
Eureka Grocer's Refrigerator

All Eurekas equipped with Eureka patented cold dry air circulation system.

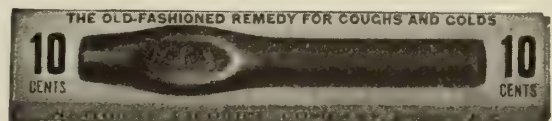
WRITE FOR CATALOG. WE HAVE A EUREKA REFRIGERATOR TO SUIT YOU.

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches : Toronto, Montreal, Hamilton, Halifax

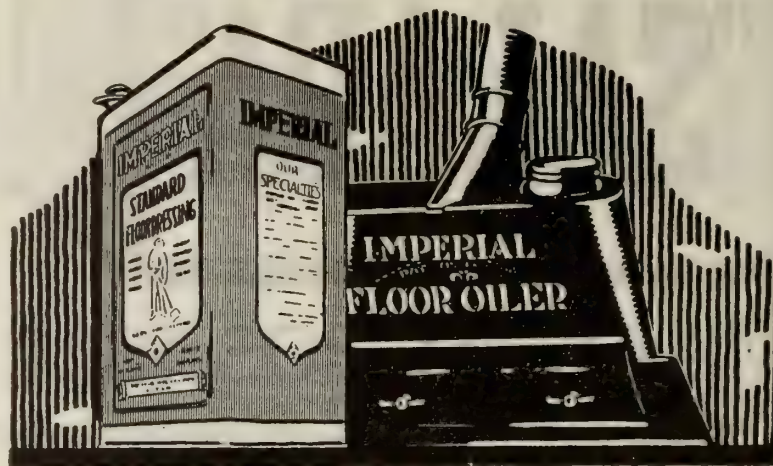
Y & S STICK LICORICE in 10c Cartons



Everything in Licorice for all
Industries using
LICORICE
in any form.

Made in Canada by

National Licorice Company MONTREAL



Keeps Your Store Free of Dust

HOUSEWIVES, all customers, in fact, buy from those dealers who have the brightest stores.

If you believe in clean hands and shining windows, you will want to keep your goods free from dust—you can, by using—

STANDARD Floor Dressing

the non-evaporating, sanitary wood preservative which cleans the surface of wood, linoleum and oil cloth, and prevents dust from rising. Dust cannot rise from floors treated with Imperial Standard Floor Dressing.

One gallon of Imperial Standard Floor Dressing, when applied with the Imperial Floor Oiler, will cover between 500 and 700 square feet of floor space with a dressing which will last for several months.

Merchants, public buildings, office buildings, churches and apartment houses should use Imperial Standard Floor Dressing. Display a few cans on your shelf and draw the attention of your customers to its good results on your floors.

Sold in one gallon and four-gallon cans, also half-barrels and barrels.

IMPERIAL OIL LIMITED

BRANCHES IN ALL CITIES

Hand Her

ST. WILLIAMS STRAWBERRY JAM

With a
Recommending
Smile



The New Pack of

ST. WILLIAMS STRAWBERRY JAM

Is Now Ready

*Cover Your Requirements
NOW.*



**St. Williams Fruit Preservers
Limited**

SIMCOE and ST. WILLIAMS, ONT.

Distributed by

MACLURE & LANGLEY

MONTREAL TORONTO WINNIPEG



We will
Send You
A Show Card
Like This
Free

Colman's & Keen's goods are known everywhere; but a little reminder always helps.

MAGOR, SON & CO., Limited

191 St. Paul St. West, MONTREAL : 30 Church St., TORONTO



**We'll Sell Your
Product in a
Big Way**

We'll give you every bit of service that a large and well-established organization working under full steam pressure can produce.

We cover Canada from the Great Lakes westward and if your product is in the A1 class (we handle nothing else) we'll push it for you with every ounce of energy we've got.

Our Annual Purchasing Power is Twelve and a Half Millions. Ask us for all particulars.

Consolidated Purchasing Co., Limited

313-319 Pacific Ave.

E. Nicholson, General Manager

Winnipeg, Man.

CANADIAN GROCER

Vol. XXXIII.

TORONTO, JUNE 27, 1919

No. 26

Sell the Clerk and Goods Are Half Sold

Vancouver Store Will Not Stock Goods Without Clerks' Approval—Taking the Accent Off "Price" and Putting it on "Quality"—How Display Helps

THERE is absolutely no artistic device known to the successful dry goods merchant, milliner, haberdasher, or hardware merchant that cannot be used with equal success in the grocery business," so states J. R. Jackson, manager of the grocery department of the Vancouver branch of the Hudson's Bay Company. A glance through Mr. Jackson's department is convincing evidence that he is well qualified to express an opinion. "There is," continued Mr. Jackson, "year by year more artistry displayed in the designing of almost all grocery packages, and the attractive nature of the grocery display, whether in the interior arrangement or the window display, is only limited by the grocer's own imagination and ability."

Don't Underestimate Customer

"I have found that a large and profitable percentage of my trade here expect

to buy the best quality groceries procurable, and have the money to pay for them. It is a common mistake, according to my own observation, to permit a customer to imagine you underestimate her viewpoint in buying her groceries.

Clerks Must Be Sold Before Goods Are Purchased

"I personally sample all new lines offered; I also have all the clerks sample the line also, and if the general opinion is that the line has merit, and that the clerks can sell it, I purchase. The clerks must be 'sold' first. Then, satisfied that the line has merit, we feature the quality of the line only, display it attractively, and I may say the lines that have disappointed us after we have conferred in this way on their merits, are very few.

Must Give Value at the Price

"We, of course, assure ourselves that

the lines we stock give value for the prices they command, but we don't lay any stress on prices when offering them. To a high-class trade a good article will not sell any more readily at a cut price, in fact, I have found that sometimes a low price will cause suspicion to a discriminating buyer. In this connection I might cite one concrete example of what I mean. We were selling Florida grapefruit at 30 cents apiece, and they were moving very slowly; I instructed the clerk in charge to sell them at three for a dollar, and with this card over them they entirely cleaned up in short order."

Fostering the Clerks' Interest

In reply to a question as to the store's system of bonusing clerks, Mr. Jackson stated that such a system had been in force, but had been discontinued. "We discontinued the practice, and are now on a straight salary basis. We do, however,



MAKING THE POTATO DECORATIVE.

An Ashcroft potato window. One of the attractive displays that are a feature of the Hudson's Bay Store, Vancouver, B.C.



A glimpse of the attractive counter and display arrangements in the Grocery Dept. of the Hudson's Bay Company's store, Vancouver, B.C.

keep a very complete record of each clerk's results, and the salaries are adjusted accordingly. Also, the clerks all know that I want them to push our own brands of tea, and their respective tea sales for the week are also shown up on the weekly sheet. Last week I noticed that one of the clerks had fallen down badly on tea sales, though his volume of business was greatly increased. When I spoke to him, he had not noticed this fact, but had been working for volume. I explained that even greater volume, if built up on some lines, might spell less profit for us, and this week his tea sales are ten times what they were last week.

The Selling Value of Personality

"During my many years here it has been increasingly impressed on me the

amount that personality can count in the grocery business. There are practically dozens of our customers that have become accustomed to being waited upon by certain of the lady clerks, and they will wait patiently for ten to fifteen minutes in order to be attended to by their favorite clerk. Only yesterday a regular customer came in around the noon hour, and waited for twenty minutes for her particular lady clerk to come back from lunch. Any of the other clerks could have served her, but the clerk she waited for knew her tastes in every line, and didn't have to ask any unnecessary questions. Each saleslady knows that by her courteous attention her personal grocer clientele can be increased, her volume of business increased, and on that basis salaries are adjusted."

crop will not be available before later this year or early in the new."

Shipping is Scarce

In addition to the great demand for these products, there has been a decided dearth of shipping from European points. Importers could never be sure of space, and, as a consequence of the whole transportation situation, there has been no definite assurance of supplies being received. Prices have fluctuated somewhat and there is a better, or at least a lower price basis to-day than that which obtained for many months.

One of the factors to be weighed is that of the great need in the country of production for much of the supply of olives and olive oil. With other foods scarce demand has been heavier than it would be in normal times. This condition, Mr. Kouri stated, would continue for a long while.

Olive Oil Continues to be Scarce

Scarcity Various Foodstuffs in Europe Continue to Curtail Available Supplies—Prices Will Be High and Shipments Deferred

THAT there will continue to be a scarcity of olive oil in the Canadian market is the opinion of Aboosamra Kouri, wholesale importer of oils, olives, etc., Montreal.

Mr. Kouri states that a considerable shipment of olive oil came to Canada early in the year but this was readily disposed of. "We sold about 10,000 gallons of this in a short time," said Mr. Kouri, "but it has been a hard matter to secure supplies lately, and we do not expect that there will be a great improvement for some time."

Foodstuff Scarcity Causes Oil Shortage

The reason for the shortage of oil,

as pointed out by Mr. Kouri, is that there has been a general scarcity of foodstuffs in Europe. The Spanish reserves of olives and of oil have been also called upon for war purposes and this makes a bare market, or a much lighter one in the matter of surplus supplies, than is usual. It was thought by this informant that there was really little, if any, surplus in Spain at this time. And, with none, it is obvious that the Canadian or foreign demand will not be fully met. In touching upon this point, Mr. Kouri said: "It will be many months before there can be a big improvement in supplies here. The new

CATCH GASPE SALMON DECLINES 75 PER CENT.

J. A. Paulhus, proprietor the D. Hatton Co., believes that the catch of Gaspé salmon for 1919 will be only about one-quarter of normal. This has had the effect, the past week or so, of enhancing prices and the quotations have soared to 35-40c per lb. It naturally makes a very expensive fish, while the customer who can pay for it will doubtless pay even this figure, for many have a preference for it.

This is one of the instances in which the fish man has been unable to forecast the probable catch of fish, definitely, although the scarcity of this line for some time was felt to presage a limited production for the present season.

Home and Export Trade Takes Much Candy

Canada Securing Raw Supplies Has Been Getting Into Foreign Market—Home Demands Increasing, Too—Prohibition Has Been Help—Manufacturer is Optimistic

CANADIAN manufacturers of candy and various sweets are enjoying an excellent volume of business, according to J. Eliasoph, of the Canada Maple Exchange, Delorimier Ave., Montreal. In speaking with Mr. Eliasoph, he stated to CANADIAN GROCER that the larger business was attributable to two increased demands, that from export sources and that from the domestic trade.

"I believe that the trade in general is doing a much larger business now," said Mr. Eliasoph, "and they are working, in many cases, to capacity."

In referring to the experiences of his own firm, Mr. Eliasoph stated that the conditions for the manufacturer had been so much more favorable that he had been able to take advantage of the demand that existed.

Plenty of Supplies

It will be recalled that there was a great dearth of necessary sugar supplies, etc., until a few months ago. Embargoes against import and export were many and severe, and until the month of November last, manufacturing could only be conducted under these limitations. Now it is decidedly different, and sugar is available as required, while cocoa butter, syrups and other raw materials can be secured more freely, although one or two of these important lines have been rather hard to get.

With restrictions lifted as to the quantities of sugar that may be used, the manufacturer has been in a position to go ahead with making new or regular varieties of candy which he was in no position to manufacture extensively before.

The Two Markets

Mr. Eliasoph indicated that the domestic demand was being considered first and that this was an increasing market. Prohibition had been a factor, he believed, in stimulating the candy trade. Canadian young people liked candy and were using more of it. "But the young foreigner is a great buyer of candy," he said. "Some of these young fellows will buy two or three boxes of candy each week. They seem to like sweets and buy box candy freely."

It was also thought that this habit would increase, and that Canadian born young people would be likely to buy still more candy. There was a demand, Mr. Eliasoph said, for a good, wholesome candy at a popular price. The home market was a very attractive one at the present time.

Then the export trade at present was excellent, the speaker continued. Most of the product went to England. This was very much wanted there because of the restrictions against import of various raw materials. Business generally

was most satisfactory from the standpoint of credit, supplies being paid for as a rule before shipment went forward. Mr. Eliasoph said that some orders were in hand to extend over quite a period, some of them over one and a half years.

A CANADIAN TRADE MARK NEEDED

"One thing we want to do, and particularly in connection with foreign trade, is to establish our own particular trade mark, our peculiar design recognizable everywhere as Canada's, and we want to make sure that everything that goes out of Canada with that trade mark on it shall be up to standard, not only to secure the sale of goods, but to uphold the reputation of the manufacturers of the country behind it."—Lloyd Harris, Canadian Trade Commissioner, speaking before the Canadian Manufacturers' Association.

MONTREAL EARLY CLOSING BY-LAW PASSES

The early closing by-law which has been under discussion for a long time by the Montreal City Council was finally adopted by the Administrative Commission last week.

Provisions of the by-law are that all stores and shops will close not later than seven o'clock on Tuesdays, Wednesdays, Thursdays, and Fridays, and not later than ten o'clock on Mondays and Saturdays. Exception, however, is made for the eve of the Epiphany, Good Friday, the Immaculate Conception, Empire Day, Confederation Day, All Saints Day, Ascension Day and Thanksgiving Day.

Exception is also made of the days between December 15 and 31, of Holy Week, of the day preceding the eve of the following Jewish holidays: New Year, Expiation Day, Easter Day.

The by-law covers all stores and shops with the exception of stores where only tobacco, papers and magazines, flowers, fruit, pastry, confectionery, ice cream, or soft drinks are sold. Drug stores are also allowed to keep open after the above hours. Telephone orders must not be taken after hours according to Section 5 of the by-law. As will be seen no exception is made of barbers, tailors, and dressmakers who had asked for special privileges.

Higher Tinplate Increases Can Prices

Will Mean Early Advances for Tin Containers—Most Plate Comes From States Now—Manufacturer Does Not See Import From England Possible for Months—Packers at Disadvantage

FRED R. Whittall, managing director of the A. R. Whittall Can Co., Ltd., Montreal, in an interview this week stated that the new tariff on tinplate will work a considerable disadvantage to various packers and manufacturers.

"In the first place," said Mr. Whittall, "the increase of duty is equal to an advance of five per cent. net, the new tariff being 12½ per cent. In view of the fact that nearly all the tinplate used in Canada comes from the United States, it will be necessary to pay this increased duty on all requirements, for there will not be any English tinplate on this market for at least six months, and in the meantime practically all of the packing will be completed for the year. All Canadian packers will be at a disadvantage.

The greatest hardship will be that to the packer of fruits, soups, etc. In the first place, the duty has been increased to 12½ per cent., and in addition to this the removal of the war tax on food-stuffs will increase the disadvantage of the Canadian packer to this extent, making competition much keener on such lines as may be placed upon the Canadian market by the United States packer,

who will be benefited. He will be in a position to place his product here on a much more favorable basis than before.

Mr. Whittall, as above stated, does not believe that tinplate from the United Kingdom will be available for some time in sufficient quantities to make much difference in the way of price advantage.

Of course the users of tin cans for any purpose will have to pay more for them now. This will mean that paint manufacturers will have to expend at least an additional five per cent. for their containers, and this will have a direct bearing, as is obvious, upon the price of paint, varnish, stains, etc. It will be a factor in the firming of markets generally on all products put up in tin, and in many lines the effect will be an early one.

A RECORD TOBACCO PLANTING

Essex County is going into tobacco culture more extensively than ever, it is reported. The largest acreage of tobacco that has ever been grown in Essex is being planted this year.

Importance of Trade Mark; History

What It Is—Fraudulent Infringement Criminal Offence—Means of Protection Provided
—Recognition Being More Widely Given—Value Hard to Estimate

MORE and more the value of the trade mark is being recognized. This is brought home to the manufacturer and jobber by the retailer, who is demanding just something more than merchandise. The merchants of to-day are demanding goods which they can stand back of and guarantee. Manufacturers are coming to a greater realization of this, although there are many in Canada who as yet fail to appreciate all that the trade mark might stand for.

What is a Trade Mark?

The term "trade mark" denotes a distinctive mark or device showing that the article to which it is affixed is manufactured or sold by a certain house or firm. Recent statutes read that a trade mark must consist of or contain at least one of the following essential particulars:—

1. A name of an individual or firm printed, impressed or woven in some particular and distinctive manner.
2. A written signature or copy of a written signature of the individual or firm applying for registration thereof as a trade mark.
3. A distinctive device, mark, brand, heading, label or ticket.
4. An invented word or words.
5. A word or words having no reference to the character or quality of the goods, and not being a geographical name.

Fraudulent Infringement Criminal Offence

There are many points of interest in connection with the use or misuse of a trade mark. It is significant that no action can be brought for the infringement of an unregistered trade mark. For an ordinary infringement the remedy consists in damages and an injunction. But fraudulent infringement is a criminal offence, punishable with fine and imprisonment, besides forfeiture of the goods in respect of which the offence has been committed. Foreign goods bearing a trade mark in use in the United Kingdom may not be imported unless the trade mark is accompanied with a definite indication of the country in which the goods were produced. As the right to a trade mark is always the exclusive right to use it in connection with a particular class of goods, it can be assigned or transmitted only in connection with the good-will of the business concerned in making those goods. It is determinable with that good-will.

Right Dates Back Only 50 Years

From the earliest times almost it has been the custom for merchants to distinguish the goods of their own manufacture from those of their competitors by affixing to them some special symbol

or device, by way of trade mark. It is only since a comparatively recent date that an exclusive right to a particular trade mark has come to be recognized by the courts as property capable of being legally protected against infringement. It is only really within the last fifty years that this right has obtained statutory recognition and the use of trade marks been made the subject of legislative enactment.

This is perhaps all the more surprising in view of the early attention bestowed by the legislator upon two other important species of "intellectual" property, viz., patents and literary copyright. More than a hundred years after the famous Statute of Monopolies (1624)

POINTS IN REGISTERING A TRADE MARK AT OTTAWA

There are two kinds of registrations or copyright that apply to trade marks, the one for "special" lines, the other a "general" one.

A special trade mark is the exclusive right given to a firm to use that special name or brand or device of any kind for one line of goods.

A general trade mark is the right given to a firm to use its name or trade mark or brand exclusively for any number of goods which it may turn out or handle, and at the same time prevents any other firm from using this name.

Registering.—The cost of registering these trade marks with the Dominion Government under the Patent Branch of the Department of Agriculture is \$35 for a special and \$40 for a general. The Government cost is \$25 and \$30 respectively, a patent attorney usually being paid \$10 for the clerical work. In the case of drawings being made an extra charge is made.

Priority.—As a rule priority decides which firm shall have the right to a certain trade mark. If a firm shows that they have been using a certain trade mark for a few years and have built up a business on the basis of that, but have omitted to have it registered, no other firm, even if it applied first, would be allowed to retain a copyright on this name. The firm that can prove priority in use can by issuing an injunction stop the use of their trade mark by the second firm.

Foreign Firms. — Where United States or British firms do not register their names in Canada and a Canadian firm appropriates the brand name, it is usually a simple matter for the outside firm to get an injunction by showing that their brand has become well known and that they would suffer a hardship by the use of it by a Canadian firm. There would be no objection in regard to making use, however, of a trade mark or brand that has been used for one line of goods and adapting it to another line.

and eight years after the passing of the first Copyright Act (1734) we find Lord Hardwicke, the then Lord Chancellor of the United Kingdom, refusing to grant an injunction at the suit of a maker of playing cards to restrain the defendant from manufacturing and selling cards bearing the counterfeit of the plaintiff's work. He did so on the ground, among others, that he knew of no instance of the granting of an injunction to restrain one trader from using the same mark as another. He held that to impose such restraint would be fraught with mischievous consequences. This observation, however, he qualified by the remark that if it were done with fraudulent design or to draw away customers from the rival trader, whose mark is thus appropriated, that might be sufficient to maintain an action.

About the earliest authentic instance of a successful attempt to restrain trade mark piracy was the case of Sykes vs. Sykes in 1824; fraud was made the basis of the action. Deceit and fraudulent misrepresentation were causes of action well known to the common law. This was presumably the form of action most nearly suited to the circumstances of this case. If the merchant, despoiled of his trade mark, could not bring his grievance under the head of fraud, there was no other form of action available at common law.

A concurrent jurisdiction in cases of this kind was also exercised by the Courts of Chancery. Their ability to grant an injunction restraining the continuance of a fraud proved a very valuable supplement to the award of damages—the only form of redress obtainable at that time in the common law courts. However, it was shown that even the Chancery judges for a time retained the doctrine that fraudulent intention was a necessary ingredient in an action for infringement of trade mark, and unless the plaintiff first proved his case in the common law courts they refused to grant an injunction.

Toilsome Determination of Right

It has taken some time to come, but gradually the view has gained ground that the owner of a trade mark has a genuine proprietary interest in his mark, which he is entitled to have protected against invasion and infringement like any other right of property. A case which definitely established the principle that a trader has a good right of action against any person who wrongfully assumes his trade mark, even in the absence of proof of fraudulent intent, was that of Millington vs. Fox, decided in 1834. The decision in this case signified the full recognition, at least in

Chancery courts, of trade marks as property capable of legal protection.

The fusion of the principles of common law and equity, effected by the Judicature Act of 1873, brought the common law courts into line with the Chancery. From that date the plaintiff was no longer required to prove fraud, but merely that the "get-up" of the defendant's goods actually did mislead or was calculated to mislead, the public into believing them to be the goods of the plaintiff's manufacture.

Means of Protection Provided

The Merchandise Marks Act of 1862, and later the Trade Marks Registration Act of 1875, were passed to provide adequate means for the protection of the trade mark. The Trade Marks Registration Act of 1875 introduced a new era in the history of trade mark law. The principles which it formulated have in the main been adhered to up to the present day. It was designed to afford protection to the trader on the one hand, and to the public on the other, against the abuse of trade mark rights.

A register of trade marks were established and placed under the control of the Commissioner, afterwards Comptroller, of Patents. Registration was not obligatory, but it was made a condition precedent to the bringing of an action for infringement of trade mark. After five years, registration was treated as conclusive evidence of the registered owner's title to his trade mark. In the interest of the public, on the other hand, the Act required the publication of all registered trade marks and their definite appropriation to certain classes of goods, so that any member of the public might know, by inspecting the register, the precise features and scope of any particular trade mark for which an exclusive right of use was claimed. The Patents, Designs and Trade Marks Act of 1883, expressly barred the use of geographical names and words describing or commending the quality of goods. "Bovril" was allowed to pass muster, but a word such as "Triticumina," as applied to wheat-meal bread and biscuits, was rejected as descriptive.

By the Trade Marks Act of 1905 a trade mark was defined by statute of the British Parliament as: "A mark used or proposed to be used upon or in connection with goods for the purpose of indicating that they are the goods of the proprietor of such trade mark by virtue of manufacture; selection, certification, dealing with or offering for sale."

A trade mark is not in any sense a guarantee of quality. It warrants neither excellence nor uniformity. But the manufacturer, ever mindful of the value of having a trade mark associated with these qualities, as a rule strives to have his goods known because of their excellence and uniformity.

Recognition Given

Towns, cities and provinces, etc., are all coming to a recognition of the trade mark. Whereas the mark which might

WHAT THE CANADIAN GOVERNMENT DEEMS TO BE TRADE MARKS

The following extracts from the Canadian Statutes bearing on trade marks from the "Act Respecting Trade Marks and Industrial Designs," is of interest from a Canadian standpoint.

"5. All marks, names, labels, brands, packages or other business devices which are adopted for use by any person in his trade, business, occupation or calling, for the purpose of distinguishing any manufacture, product or article of any description manufactured, produced, compounded, packed or offered for sale by him, applied in any manner whatever either to such manufacture, product or article, or to any package, parcel, case, box or other vessel or receptacle of any description whatsoever containing the same, shall, for the purposes of this Act, be considered and known as trade marks."

"16. A general trade mark once registered and destined to be the sign in trade of the proprietor thereof, shall endure without limitation."

"17. A specific trade mark, when registered, shall endure for the term of twenty-five years, but may be renewed before the expiration of the said term by the proprietor thereof, or by his legal representative, for another term of twenty-five years and so on from time to time; but every such renewal shall be registered before the expiration of the current term of twenty-five years."

be adopted by a city is strictly not a trade mark, however it indicates that the goods bearing it have come from a particular locality or made by certain people, and that is a point of interest. It was only last week in Toronto, in addressing the members of the Canadian Manufacturers' Association, that Lloyd Harris made reference to what he considered the necessity of Canadian manufacturers adopting a uniform trade mark for Made-in-Canada goods. It is more than likely that the suggestion will be followed up and some action taken in the near future.

Value Hard to Estimate.

The value of a trade mark is pretty difficult to estimate. Some captains of industry place more real value on a celebrated trade mark than they do on the dollars and cents in a plant. The feeling which these men have is that the trade mark represents their good name; that it stands for something besides just a stamp on a piece of merchandise. Back of the trade mark which this type of manufacturers utilize is more or less an ideal. They are building plants to turn out goods which will measure up to a standard and not down to a price. Therein is one of the greatest reasons for the adoption of a trade mark and making same stand for goods of highest quality.

The president of one corporation, in a speech at a celebration of its success, made the statement that each letter of one of its word marks was worth \$1,000,000. The value of the trade marks of the American Tobacco Company, as shown by the dissolution proceedings in the United States Supreme Court, was estimated at \$45,000,000. That represented one-fifth of the assets of this great corporation, which is most decidedly a big portion to be in trade marks unless the value is there. It is really not surprising that such a value was placed on its trade marks, for it had been the policy in the formation of that organization never to take in a competitor unless he had a valuable mark to identify his goods.

SUGAR PRESIDENT IS OPTIMISTIC

At the annual meeting of the Atlantic Sugar Refineries, Ltd., the president, D. Lorne McGibbon, intimated that, in addition to heavier domestic business, the export of refined sugar was steadily larger. The European countries figuring as buyers now are Great Britain, France and Greece. Mr. McGibbon stated, however, that his firm was paying first attention to the home demand.

Referring to supplies, the president stated that his firm had ample manufacturing material to last into September or October next.

Absolutely too Busy to Write an Ad.

Never saw such business before—We have the goods you want; possibly that may explain.

True & Blanchard Co.,

Newport

There is at least the merit in this use of newspaper space of keeping the firm's name before the public. Too often retailers when pressed with business omit their announcement altogether or leave in an ad. which is out of date, or list unseasonable merchandise. The customers of this firm's store must realize that the firm is right on the job and ready to take care of their requirements. It is an unusual use of space and it is often by getting in this variation that the retailer creates a greater interest and keeps the customers' attention focused on his offerings.

A Clerk's Capacity—Financial Thought

What is the Selling Capacity of a Clerk is Discussed — Pile Up Business Insurance Now—Set Aside a Definite Amount Each Month

ONE whose experience points to large sales per clerk writes interestingly, but without sufficient data, as follows:

Ontario, May 31, 1919.

Dear Sir,—I noticed some time ago your article on how much a clerk can sell. You are decidedly short for this section. I am running a little cash business which has been in operation less than seven months, and I sold in July just a little short of \$3,500, and I do not call myself a fast man by any means.

In the store in which I was employed before starting for myself, we sold as high as \$14,500 per month of general merchandise with a force of three men all told; one girl on the dry goods side, and one woman selling books. I have a girl to help this last six weeks, working the eight-hour day. She keeps the books. I do a cash business and load practically everything that goes out of the store on to the wagons, receive all the incoming goods, and deliver some stuff around town by hand.

I see no reason to doubt that if I had a girl with me long enough to train her to the work, we could turn out \$4,500 per month in groceries, with some men's and women's furnishings, shoes, etc. I do not see where I am making any great big bunch of money at this game, but I am my own boss for the first time in years, and certainly that is worth something. We have chain store competition close by, so we have to go some.

I do business on a small margin and price my goods pretty much as nearly as I can on the speed with which I turn them. I am inclined to think that if you could induce John M. Sawyer of Eastern Montana to tell just how much his men sell, it would seem almost incredible, and he is supposed to operate on 10 per cent. gross. I do not see why any active man cannot sell \$3,000 per month where he has nothing to do but sell, and the business is there for him to handle.

Yours very truly,

Got Premises Slightly Wrong

Perhaps it will be as well to wait for other comments on this important subject. But my friend has mistaken part of the premises. It is not a case of a clerk having nothing to do but sell. The former discussion covered average sales per employee, and in getting those statistics I included everybody—the proprietor himself, and in one instance the manager during a time when he was absent from his business for a month.

The man who reported sales of \$1,206 per employee included himself, his cashier, his delivery man—everybody around his shop—to answer my question:

What are Your Sales Per Employee?

All the stores I examined were straight grocery stores of all kinds. I do not know whether the inclusion of other merchandise would make it easier or harder to run up the individual sales. I know that in the days before the war high-grade clerks in fine grocery stores used to consider their turnover pretty creditable when it reached \$30,000 to \$35,000 a year, or \$100 a day, though of course many surpassed such records. Today, in those same stores, it might be easier to pile up sales, considering the high range of values; and it might be harder, because of the greater care with which people buy.

I shall be glad to have further information and suggestion from any quarter.

Business Insurance

Business insurance is the accumulation of a surplus in such form that it can be made available immediately. Money in the bank is the most available business insurance. It is also the easiest to understand. Every man knows that if he has money on hand beyond his needs, he is in a stronger position to meet unforeseen contingencies than if every cent is locked up in stock, accounts, fixtures and real estate, and he is weaker for every cent he does not offset by convertible assets.

But money in the bank earns nothing. The good business way is to have a surplus where you can get at it, and yet have it earn the maximum interest consistent with safety and availability.

The most difficult thing is to make the beginning. It is so hard just to lay aside the beginning of a surplus. But, if you once get started saving and laying aside your savings, that habit becomes fixed, too, and it clings with almost the persistence of a bad habit. So why not make the start?

Investment of Surplus

The usual way to start saving is through a plain, everyday, savings bank account. Every man should have one. Everyone should set out with a well-defined plan to set aside just so much each week, and then stick to the plan. Let nothing whatever turn you aside. Let that obligation be the first one fulfilled every week, no matter whether your bills are paid or not.

Of course, as I said last week, saving is made easy now, for we all are getting used to setting aside something regularly for Uncle Sam's loans. We have a way of saying that we are doing so much for our Government when we buy stamps and Liberty bonds; but, of course, what we really are doing is setting aside a surplus for ourselves in the future—getting well paid for providing our own business insurance.

Well, the habit grows. Pretty soon we find that we can put aside more than we think we need for Liberty bonds. Then a good way to figure is like this: "I have paid for my bonds, so now I'll pile up a little reserve to be ready for the next loan." Then when the next loan comes along you find you can handle it without breaking in on your reserve—and then you may feel that you have really learned how to save.

Invest With Greatest Care

When it comes to investing your surplus, two points come up for most careful consideration—what to do and what not to do. Let your thoughts dwell emphatically on the not.

Next, remember this tremendously important truth: There are more disasters in business as a result of going too fast than too slow, and this other truth: Very little money would be lost if men could only realize that one of the best ways to make money is to keep it. So just let your surplus lie in the savings account drawing its 3 to 4 per cent. while you decide how it can be invested to better advantage.

Another thing: Surplus should be divided into two sections. There must be the first line trenches, the first line of defence, made up of the strongest kind of securities, such as can be turned into money at once, with little or no shrinkage. Then there is to be the line of reserves—funds which earn a little more income but can be brought into service somewhat more slowly. To-day the first line is filled with Liberty bonds and war stamps, for those can be cashed at once with little loss, or can be borrowed against without a second's delay.

For the reserve forces there are plenty of good securities to be had nowadays which yield 6 per cent. or more with such features of soundness and convertibility as make them very attractive to a conservative investor, and that is all you want to be in handling your business insurance. It is well, therefore, to consult your banker as to what you may wisely do with your funds.

Bankers' Wavs

To have a heart-to-heart talk with a banker on such a subject for the first time is a mighty interesting experience. Your first impression is apt to be one of disappointment, for you will find him so cautious, so doubtful of many things which to you seem so promising, he will seem so stuck on things which yield only 4½ to 5 per cent., that you will think there is just no use in trying to get good interest and security.

Then remember that the banker knows through long experience that not everything which promises well turns out well. He is used to being the guardian of

(Continued on page 44.)

IS TAKING THE CLERK OF A FELLOW MERCHANT EVER JUSTIFIABLE?

Some merchants give their opinions as to what methods a merchant may honorably use to secure the services of a trained clerk—Some interesting suggestions.

IS a merchant justified in making an offer to the clerk of another store to enter his employ? If not how can a merchant obtain a trained clerk in an honorable way, and how can the clerk's interests in the matter be safeguarded?

These questions were suggested by a letter received some time ago from a grocer complaining that after he had spent some years in training a clerk, till he had gone through the unproductive period, and had become a producer of business, he had lost to another merchant in the same town, who had not spent any efforts on his training and had not carried him through the early, unproductive months.

This is a real problem, that is facing many merchants, and as such it was presented to a number of other grocers, to find out how their thoughts stood on the matter. The results of this enquiry are presented herewith.

That the onus of any move should rest with the clerk is the opinion of the majority of the merchants replying. They feel that the clerk must be left to decide where his own interests lies, but deprecate any influence being exerted upon him by interested parties.

James Redden & Co., Kingston, Ont., write:

"In our opinion, one merchant should not try to coax away another merchant's clerk even by offering higher salary. Should there be a vacancy any person could apply—then the onus or responsibility of the change rests with the clerk—not with the merchant. That is the way a clerk could better himself by applying for a vacant position in what he would consider a better store. That would be perfectly justifiable, and the merchant employing him would be doing nothing underhand."

Wm. H. Drury, Gelert, Ont., is of the same opinion:

"I would say that I do not think it a good policy or fair treatment for one merchant to coax or induce another merchant's clerk to leave, even at a higher wage. Advertising is the most business-like way, as then you are not stealing or coaxing a clerk from some other merchant's employ."

H. S. Moffatt, Jasper, Ont., contends that no merchant should approach the clerks of another merchant. If in need of an experienced clerk, the merchant can advertise his requirements, and then he may honorably deal with any applicant who may be interested in the position.

Gorman & Co., Caledonia, Ont., are

not inclined to think that there is anything underhand in one merchant making an offer to the clerk of another, though they believe that advertising is the best way to achieve the result. There is an interesting suggestion in the letter as to the way of avoiding the difficulty of having a clerk work for two firms in the same town. "Have the clerk sign an agreement when he is employed that if he works for any other merchant in the same town prior to the expiration of the agreement he will forfeit \$100."

Benson Brothers, Guelph, Ont., believes that approaching the clerk of another merchant direct in not an honorable action. If a clerk is needed, he holds the merchant can advertise, and if the clerk applies, then there could be no objection to the advertiser opening negotiations with the clerk, no matter where he had worked before. Continuing, Mr. Benson says: "The retail grocery trade is suffering to-day from lack of experience. I think I am not far out when I say that two-thirds of the men to-day in the retail grocery business are men who have never learned the business, but who have just stumbled into it. If the standards of the retail grocer are to be raised to a higher level we must take boys on young, and train them thoroughly ourselves and not look with covetous eyes towards our neighbor."

W. A. Singleton, Singleton, Ont., thinks that the first move between the clerk of one store and the owner of another should come from the clerk. The merchant can advertise, and it is for the clerk to take all risk of losing one job for a better one. The crux of the whole matter however, in Mr. Singleton's mind, lies in treating the clerks so satisfactorily that they will not want to leave.

The J. B. English Co., Plattsville, Ont., is one of those who believes in a general open season for clerks. "Competition for clerks is the only chance they have for advancement," he states. "Where the merchant is paying full value he runs no chance of losing his clerks."

J. W. Haigh, manager for Graves, Bigwood & Co., Byng Inlet, Ont., writes:

"I do not think a merchant is justified in making an offer to the clerk of another store unless he feels confident in his own mind that the clerk is dissatisfied with his position and is desirous of making a change. I think the best method of obtaining a clerk is through the travellers, they are well acquainted with the clerks in the different stores and usually well posted as to who are looking for a change or improvement in

position, and know the capabilities of the clerk.

"I do not think that any agreement between merchants not to take one another's clerks would be a possible stand. If any such agreement were in force the clerk in most instances would have no means of protecting himself or of procuring advancement at his disposal and it would simply drive the clerk into other channels of employment.

"In summing up I feel strongly against one merchant approaching another merchant's clerks and especially those that are in competition but as far as possible engage from outside points, this of course applying to country trade."

A Bonus System Might Help

A. V. Gillies, 207 John street, Hamilton, states that he does not believe that the enticing of another merchant's clerks from his employ is an honorable act. If a clerk is needed, he continues, "advertise in your daily papers and your weekly CANADIAN GROCER stating requirements. I do not blame the clerk for bettering himself if he can. One way of meeting the difficulty would be to give the clerk a bonus every three months, or six months, or a year, as the case may be. If they leave before their time they would of course lose the bonus. This is one way of keeping them interested in the business itself."

The Porter S. White Company, Peterborough, Ont., are emphatically of the opinion that one merchant is not justified in approaching the clerk of another in an effort to have him enter his employ. On the other hand it is recognized that the fault is very often with the first merchant when such a thing occurs. "One mistake we often make with our clerks," they state, "is in not to advance them at the right time. It is much nicer for the employer to say to the clerk: After this week your salary will be so much, and not have the clerk always asking for more salary. Sometimes instead of asking they get it some other place. So often there is not confidence between employer and clerk.

"With two men of the same business standing, it should not be possible for one to capture his neighbor's clerk. He certainly must be worth the same to one as to the other. One thing I would like to see stopped is, after training a clerk to good salesmanship, have him start business for himself in the same town or city. I know one grocer man who has had no less than four of his men commence business in Peterboro."

Toronto Grocers' Holiday at Cobourg

Annual Event at Lakeside Town Provides Entertainment in Plenty for Toronto Grocers and Their Friends

OLD SOL shone forth in all his splendor on Wednesday last, thus evidencing his hearty approval of the annual outing of the Toronto grocers. It was the 33rd annual event of its kind of the city grocers, and it goes down into history as an unrivalled success. The destination was Cobourg, and all things seemed to work together for the happiness and pleasure of the 800 or more grocers and their families, sweethearts and friends, who were passengers on the steamer Corona, bound for that delightful spot on the northern shores of Lake Ontario.

Victoria Park, one of the beauty places of this pretty town, gently sloping to the lake, makes an ideal spot for the picnicking, sports and games. Bathing, races and baseball made the afternoon pass all too quickly. It was a day of enjoyment from beginning to end, and if there was anyone who did not have a good time it certainly was not due to the indifference of those who had the arrangements in hand, who were untiring in their efforts at all times to make the day one of real pleasure for all.

Plenty of Ginger

There was not a slow moment from the time the Corona left her moorings at the Yonge Street wharf at 8 o'clock in the morning, until she docked there again shortly after ten that night. It was a day unmarred by misfortune. Grocers work while they work and play while they play, and speaking collectively they are equally as successful at one as at the other. Many and devious were the plans provided for the entertainment of the crowd on the journey to Cobourg. It was one thing after the other in the way of amusements, and those who did not care to loiter on the decks, enjoying to the full the lake breezes, found plenty of amusement inside. There were guessing contests, a nail-driving contest for the ladies, hooping a small bag of sugar, also for the fair



Members of the committee who organized the grocers' picnic. Among them will be seen such stalwarts as Jerry Burns, W. J. Niehol, D. W. Clark and Donald McLean in the front row, and John Davison, Donald Nicolson and "Billy" Miller in the centre. J. B. Folk, secretary of the Grocers' Section, is second from the right at the back.

sex, throwing marbles for both the ladies and the city travellers, all of which made keen and exciting sport. With "Billy" Miller, secretary of the Retail Merchants' Association; D. W. Clark, Avenue Road; Nelson Werrin, St. Clair Ave.; E. Towler, Bloor Street, and other "live wires" of the committee things were kept moving. It was a matter of note the whole-hearted way the ladies entered into the various contests. The prizes were more than sufficient inducements to enlist an army of entries in the different events. An endless array of the ladies of the party good humoredly waited their turn to take a try at the nail driving, but it remained for one little woman to drive it home with the smallest number of strikes, namely nine.

E. Towler, Bloor Street West, made himself popular with the fair sex in this event by his encouraging remarks.

Hooping the bag of sugar was another laugh provoker and enthusiasm made up for what was lacking in skill among the contestants. Mrs. Hucker, Olive Ave.; Miss Kemp, Indian Road, and Miss Boddy, Margaretta St., were equally winners in the first round, and final trials resulted in the contest being won in the above order.

Those Athletic Travellers

It remained for the marble throwing of the city travellers to provide the real contest of the trip. There was only one prize in this event, thus rendering keener the interest, and testing the skill of the contestants to the utmost. G. E. Hills, however, was the winner of the cuff links, throwing four out of five marbles into the barrel. Music too had its part in the proceedings on the boat, both going and coming, and on the return, the younger folk, and not a few of the older ones, joined in a dance, another pleasurable feature of the outing.

The Genial W. C. A Feature

"Billy" Miller, as he is popularly known among the retailers, was as genial as ever, and was thorough in his efforts to make fun for the grocers, as he was in the work of pushing through the early closing by-law recently. As announcer he was here, there and everywhere, both on the boats and on the grounds. The athletic events were well

Continued on page 44



The race for Toronto grocers who have been in business over 10 years. E. Flemming winning the race.

Giving an Individuality to Products

The Trademark More and More Becoming a Selling Factor, Gives an Individuality to a Product That Makes a Strong Appeal to the Public Mind—Some History of the Origin and Meaning of Certain Marks

THE era of advertising heralded the era of trademarks. There is little purpose in exploiting the qualities of products that may be more or less general with a number of manufacturers. There may be differences in manufacturers that cannot be set forth in the commodity name of the product sold. Therefore, arose the trade name, a factor that has been growing in importance from year to year, till it has come to be that practically every manufacturer of a product does so under a definite trade name. These names, too, have grown in many instances to have a very definite and tangible value. Some of the better known trademarks are actually capitalized at millions of dollars. Because it is believed that the public's knowledge of this name is a strong selling argument.

There is often, too, a very interesting history behind these names. Sometimes they are chosen at random, sometimes because of some definite idea associated with the goods.

Herewith there is given the history of the choice of a trade name for a number of products that are known familiarly to the grocery trade.

Barrington Hall At Home With a History

For nearly twenty years the picture of a beautiful colonial mansion has been used on the Barrington Hall label as a trademark by the Baker Importing Company, manufacturers. When this brand of coffee was put out in soluble form also, both picture and name were retained.

Many inquiries are received by the manufacturers regarding the trademark and in reply to these it is explained that Barrington Hall is the home of the Baker family, located at Roswell, Georgia, near Atlanta.



Mrs. W. E. Baker, mother of the three sons, who are respectively president, vice-president and treasurer and secretary of the Baker Importing Company, still resides there.

Barrington Hall is a combination of English and Southern architecture with Gothic columns which run to the full height of the building, contrasting at-

tractively in their whiteness with the green of the beautiful trees and shrubbery which surround the place.

The Baker home has always been famous in the South for the fine coffee served there, and it was only natural, when the sons went into the coffee business, to adopt the name and Barrington Hall itself as a trademark.

"Salada" Trademark a Happy Chance

Many well-known names used in advertising have been decided upon rather as a matter of chance. They are none the less effective for this reason, however. Among the well-known names is that of "Salada" tea. As a matter of fact, the word was selected at random

"SALADA"

from a directory of Ceylon tea gardens, mainly because it was easy to pronounce. "Salada" was the name of a small post office in Ceylon and possibly there was a garden of that name at some time; the name, however, has disappeared from recent directories. The word has been widely advertised for many years, and through this advertising has gained a very definite market value.

The cut of the trademark shown herewith shows that the company uses practically entirely the same block letters that were selected 25 years ago.

"Indian Chief," a Bit of Indian History

The reason the words "Indian Chief" were adopted by Shaw and Ellis, Pocologan, N.B. as their trademark was because Pocologan is an Indian name, and there is a legend to the effect that there was an Indian town here at one time, and the chief's name was Pocologan, and it would appear from evidences along the shore that clams must have been their chief sustenance. There are numerous places close by where if the soil is removed for a few inches, you will find a solid bed of clam shells for a depth of from two to twenty feet, and covering from one-half to one acre of ground. That is why they printed on their cans, "Pocologan knew a good thing three hundred years ago, so do you; try them."

Believers in Trade Names

The words "Forest Cream" have been associated with certain products of Smalls Ltd., Montreal, for many years. "It first originated with us," stated G.

R. Small, managing director of the company, "about three generations ago under the style of Cream of the Forest, as a unique, descriptive name for maple syrup, maple toffee, etc., the products gathered from the Canadian forest. We consider it a very valuable appropriate trademark when applied particularly to



this product. We are strong believers of adopting trade names and marks, and consider names or words for distinguishing an article of more value than a design, as a name is recalled to the consumer by the channel; both of sight and sound, whereas a design is only conveyed through sight. We have adopted a large number of names, in fact every line of goods that we are turning out is sold under a distinct name. The word 'Smalls' is considered to be the most important mark used by the company. 'Forest Cream' comes next in importance and consists simply of the words 'Forest Cream,' regardless of form."

"Del Monte," a Californian Name

"California, so rich in romance and tradition is particularly favored with many beautiful names that hark back to the days when the Spanish Padres reared their quaint old missions in so many of its mountain valleys. Of these, none is so typical of the love these gentle folk bore for their adopted home as 'Del Monte,' meaning 'Of the mountain.'

"A more appropriate name could not have been selected than Del Monte—representing the fruits and vegetables which now grow so abundantly in the fertile mountain valleys, which years



ago were converted into primitive orchards and gardens, and which have since developed into a rich source of supply for the entire world."

"Sei" Brand Suggests the Product

The word "Sei," the trade name of the Consolidated Whaling Corporations, Toronto. "Whale steak" was adopted because the name suggested the product used. "Sei" is a species of whale which is particularly adapted for edible purposes, hence, when a name was wanted for the new product of whale meat, the name naturally suggested itself.

"SEI"

The trademark "Lux" was adopted in England about 19 years ago by Lever Bros., Ltd. The article was first put out under the name "Sunbeam Flakes" but it was considered advisable to have only one article in the soap line connected with the word "Sun." So that "Lux" light was decided upon as a word having nearly the same significance. The word "Lux" was registered in Canada on July 13, 1900, but its sale was hardly encouraged in this country until ten years ago.

"LUX"

Suggesting the Product

The word "Maroma," used to describe one of the products of E. W. Jeffress, Ltd., Walkerville, Ont., is a coined name that suggests the product. It is derived from the words mustard and aroma. The



aroma is given to the product, the manufacturers claim, by the blending of cream with the mustard after a certain particular formula, and, therefore, is a fair basis for a trade name.

Using the Firm Name

The trade name "Ioco" of the Imperial Oil Company's furniture polish. The word is derived from the first letters of Imperial Oil and the abbreviation for company. Not only this individual

word, but the entire label illustrated herewith is registered as the trademark of this product.



TORONTO GROCERS HOLIDAY AT COBOURG

Continued from page 42

contested. There were races for everyone and prizes galore. Entries were not lacking, and in all events, for both old and young, there was keen competition. As able assistants to "Billy" Miller, in the carrying out of the races, Dave Clark and Donald Nicholson inspired enthusiasm. Particularly it might be said of the former, who greeted the fair sex with open arms as they crossed the tape. One of the best events of the day was the Comfort Soap race for grocers over 45 years. The older fellows gave evidence of having once been sprinters, to be reckoned with, and though panting and exhausted were game to the finish, not one having fallen by the way-side. To George H. Thornley, Roncesvalles Ave., went the first honors, and the other winners, in the order named, were: Harry McDonald, John Davidson and Donald McLean. The fat man's race created considerable amusement, and amid the cheers of their admiring coaches, T. P. Paget and V. Brooks crossed the goal in first and second places respectively. The 100 yards dash, open to all comers, brought forth a formidable line of entries, but Percy Bone, Avenue Road, carried off the tea for first place, and E. Towler, Bloor St., the second grocer to cross the tape, is richer to the extent of a case of marmalade. Travellers were well represented on the excursion, and were much to the fore in the races, many of them proving as fleet-footed as the proverbial deer. H. S. Dellamoure, of Medland Bros., won the bacon in the event for travellers under 35 years, the excretion bacon being literally true in this instance, for the prize was nothing less than smoked hammon, middle of Wiltshire bacon. Mr. Dellamoure was also the winner of the club bag in the special 100 yards dash. A. L. Ingram was the winner in the event for travellers over 35 years, and Victor Dawson was the first to cross the line in the special 220 yards dash.

Notes of the Day

The Grocers can be depended upon to provide a first-class outing.

W. Salter, Nairn Avenue, has reason to remember the grocers' picnic. He was winner of a \$50 computing scale in the attraction extraordinary.

The three prizes in the soup race were won by three sisters, some sprinters in that family.

Cobourg grocers were not as numerous at the picnic as their brethren of the city would have wished. There were none came forward for the special event for Cobourg grocers.

Some Cobourg grocer might have had 100 lbs. of sugar too for a little sprinting.

The travellers can still beat their clients at baseball, rolling up a score of 8 to 4 in a game not entirely devoid of features.

Harry McDonald's "muffing" at short stop, he says, is entirely due to lack of condition. He promises to do better next year.

Everybody on board was weighed going to Cobourg. It was a case of guessing average weights. Some of the heavyweight grocers look upon racing as strenuous reducing.

Mayor Denton, of Cobourg, extended a welcome to the visitors in the park in the afternoon.

There were some stiff and sore grocers on Thursday, it is reported, and patent liniments were resorted to.

Event extraordinary. Grocers' picnic 1920.

A CLERK'S CAPACITY—FINANCIAL THOUGHTS

Continued from page 40

others' funds, he feels his responsibility, he wants not to see you lose money. He knows that it is bad to fish for high interest and swallow the bait. So you will do well to be guided by what he says.

Then, as you go onward, accumulate more all the time and study investments and many things will be offered to you. Some of them will look very attractive, yield good interest, and yet seem secure. When such a thing tempts you, take it to your banker. He may know something of it not printed in the circular, or he may approve. In any event he will be able to guide you and save you from loss—the most discouraging thing that can come to an investor.

Well, think about this. Ask questions if you want to, but save some money from your business. It is almost perfectly safe to say that no merchant ever made any real money from his business until he learned to draw money out of it and put it to work outside.

HARRIS ABATTOIR ENLARGES

Building permits were issued to the Harris Abattoir Company, Toronto, recently for the erection of a frame and metal addition to their wool pullery on Strachan avenue, and a beef wrapping room. The total estimated cost is \$13,000.

Ontario Wholesalers Defend Association

No Evidence of Malpractice Discovered by the Commission — Association Does Not Deal With Prices—Wholesale Grocery Business no Longer Lucrative, Claims
H. C. Beckett—Support Inland Trade Commission

By T. M. FRASER, representative of the MacLean publications at Ottawa

Ottawa, June 26.

REPRESENTATIVES of the wholesale grocers of Ontario appeared before the Cost of Living Commission at Ottawa last week, those present being Hugh Blain and W. P. Eby, of Eby Blain, Ltd., Toronto; H. C. Beckett, of W. H. Gillard & Co., Hamilton, and A. C. Pyke, secretary of the Ontario Wholesale Grocers' Association.

Mr. Pyke, who was called first, stated that the Wholesale Grocers' Association had succeeded the Grocers' Guild, and its membership was practically the same. It has never been incorporated and has no by-laws or constitution, but proceedings are now under way to incorporate an association which will cover all Canada. There was a provincial association, but there was a similar one in each province and they worked in harmony.

Mr. Henderson, who was acting as counsel for the committee, read certain extracts from the minutes of the association, and asked for an explanation regarding them. With regard to one as to how canners were going to treat orders for export, he asked its meaning. Mr. Pyke replied that they desired to know whether there would be a short delivery or whether export orders would be filled in full and get the preference. There was no arrangement with the canners as to whom they should sell.

Association Does Not Deal With Prices

Some questions were then asked Mr. Pyke as to the membership of the association. He said it consisted of 72 members, comprising all the wholesale grocers of Ontario, with a few exceptions. They had never tried to maintain a uniform price, and do not keep any track of what members charge for goods. They deal chiefly with transportation problems, and were organized primarily at the suggestion of the food controller.

Coming upon a letter urging that the grocery brokers be organized, an explanation was requested. Mr. Pyke said a broker operates between the manufacturer and the wholesaler or between two wholesalers.

Mr. Henderson: "Why does not the wholesaler buy direct instead of through a broker?" Could he not save commission? There are four sugar refineries in the East: could you not get a price from the four for your 72 members without a broker?"

Mr. Pyke: "He is simply the sales agent of the refiners. Each refiner has a broker. They sometimes sell to the retailers, and are not under any obligation to the association not to sell. They can distribute cheaper through the

wholesaler than in any other way. If the broker sold the retailer it would no doubt influence the wholesaler in placing his orders; the broker would not get so much business from the wholesaler."

Mr. Pyke said members of the association had bought from manufacturers who sold retailers, but they do not get the support another would get.

Retailers Benefit As Well As Wholesaler

"Certain manufacturers have been asked to guarantee against a drop in the price of goods in the hands of wholesalers, soap, for example, and to make an allowance to the holders if the price is put down, and in a great many cases that is carried on to the retailer.

Questions were asked regarding the business dealings of several manufacturers in Canada.

Mr. Pyke stated that the association never had any dispute with them about selling to retailers.

Wholesalers will sell to men who run a cut rate store; they must or they would not be in the business.

The matter of the York Trading Co. occupied a great deal of the time of the commission. This company wrote to the commission, complaining that the wholesale grocers were boycotting them, and refusing them membership. Mr. Pyke, Mr. Beckett and others were cross-questioned sharply on the matter. This phase of the inquiry is referred to later in this report.

Mr. Pyke said that the manufacturer would not stay with the wholesaler a minute if it were not the most economical way of distributing his goods.

Association Formed by Canada Food Board

W. P. Eby was called next. A good deal of his evidence related to the York Trading Co. Asked about the association of the wholesale grocers he said the association was formed at the request of the Food Board, the Guild having been inoperative for several years. All the grocers in Ontario were in it except five or six concerns which were small with the exception of one. Asked if the association was opposed to co-operative organizations, such as those of the farmers, he said they believed the best method of distribution was from the wholesaler through the retailer to the consumer, and they do not sell farmers' co-operative associations. They could not expect the retailer in the country to buy from them if they sold to the consumer.

Wholesale Grocery Business No Longer Lucrative

H. C. Beckett, of Hamilton, Ont., was the next witness. He said

the wholesale grocery trade was no longer a lucrative business, and to keep going any wholesaler has to speculate. He thought about 40 per cent. of the grocery business was in proprietary articles and package goods. This was an advantage to small families living in apartments. It made the goods cost more. For example, cornflakes would probably cost three or four hundred per cent. more than oatmeal. In rolled oats what you buy in bulk for 6 cents costs 10 in packages. He thought a million dollars were thrown in the ash barrel every year, from the waste on tea packages. The trade created the taste for these packages and the consumer has to pay for it all eventually.

He warmly supported the idea of an Inland Trade Commission. Mr. Beckett, it is stated, was responsible for giving the United States the idea of a Federal Trade Commission. It is now understood that one of the things which this cost of living commission will recommend is an Inland Trade Commission. Mr. Beckett pointed out that the mail order business of the country was being done at a big loss to the Government. It should be investigated by some permanent commission. He claimed that the departmental stores needed investigating. They were ruining the country, so far as building up country life went. Mr. Beckett read to the commission a very interesting paper, making recommendations, which he laid before the wholesale trade.

Role of Monkey Not Appreciated

Regarding manufacturers selling to the retailers, Mr. Beckett said they could do that, but the wholesalers were "not going to be made monkeys of. The manufacturer could not run with the hare and hunt with the hounds. The wholesalers have to look after the interests of 95 per cent. of the retail trade of the country, and if the manufacturer proposes to sell to a few retailers he will have to sell to all and cut the wholesalers out. The manufacturer would have to charge more to the retailer if he sold direct than he now pays the wholesaler. The latter is a necessary evil." Mr. Beckett cited the case of currants brought from Greece by the wholesaler, and many other similar articles which the retailer could not import individually. Finally Mr. Beckett said he was in the worst business on earth, in which his net profit on a million and a quarter turnover was only six thousand dollars.

Mr. Blain was the next witness, and he read a carefully prepared paper stating his view of the situation and making

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EDITORIAL BRIEFS

TORONTO city folk who have had to travel to work in jitneys are coming to the conclusion that the profiteer investigations should be materially enlarged.

SOME strawberry growers who refused to contract with the canning factories at 20 cents a box, because they thought there was more in sight, have grown somewhat sadder and wiser.

JOHN R. ROBINSON, editor of the Toronto *Telegram*, in his spirited appearance before the Cost of Living Commission, voiced at least one sound thought when he stated that it was mere folly for a committee of amateurs to attempt to investigate the evidence of a business expert.

THE Germans are still wailing over what they call a peace of might, but the evidence continues to the end, that it is the only type of peace they could be made to understand.

THE Senate, in its decision on the liquor, has driven another nail in a coffin that has been too long unoccupied.

DO WE WANT FACTS, OR MERELY A VICTIM?

WATCHING the deliberations of the Cost of Living Commission, it is impossible to overcome the impression, that it is not a judicial enquiry. The members of the Commission have apparently come together with the impression that someone is directly and criminally responsible for the cost of living, and they are going to entrap someone into

admitting his guilt. Time and again in the course of these investigations a witness has been induced to make some apparently damaging statement by a deftly worded question, and has been silenced as he attempted to make his meaning clear.

There are possibly some members of the community who have profited unwarrantably during the past years. It is possible that their profits have had some influence on the cost of living. This is all a possibility, but it is not an established fact and a commission, that, instead of proving this contention, uses it as a means of trying to trip witnesses into damaging admissions, is doing the country a harm and not a service. The country want the facts, and not a mere snap judgment; it wants them honestly and honorably obtained, so that it may be sure of their truth. It wants an investigating committee that is a court of justice, not a third degree.

LACKING A SENSE OF PROPORTION

THE enquiry into the milling industry before the Cost of Living Commission at Ottawa recently gave but another illustration of the fact that anything but bankrupt business is looked upon askance. Profits in themselves are an evidence of profiteering to the investigators, quite apart from whether they were made out of the public suffering or not.

Some of the smaller companies investigated came in for what practically amounted to commendation, because they did not show any appreciable profits. There was no suggestion that these companies had paid more for their raw products, or had sold the finished product for less. Nobody benefited. That was the only difference between the two. Just what is there inherently wrong in profit? Profit that bleeds the masses of the people is an abhorrent thing, profit that has been made out of the war-time agony of millions is a blight. But profit that is built on efficient management, careful direction, economic handling is a profit saved, not a profit ground out of anyone. Somebody gains, to be sure, but surely we are generous-spirited enough not to grudge a profit that has been honestly earned at no one's expense.

On a margin of less than 25 cents a barrel the milling companies made thousands and tens of thousands of dollars. What of it? If they had not made a cent the public might have purchased flour for \$11 instead of for the present price of \$11.15. They would have saved something over 1-13 of a cent a pound, or as it is generally reckoned that the average consumption of flour is one barrel per capita, the saving would be 15 cents a year. That saving would result if the mills operated on their present efficient basis without showing a cent of profit.

The investigators of big business seem to be sadly lacking in a sense of proportion, they are readily dazzled by a multitude of figures and fail to get them in their proper perspective, and only so can any reasonable judgment be made thereon.

John R. Robinson and Cost of Living

The Editor of the Toronto "Telegram" Goes to Ottawa and There Are "Wigs on the Green"—Not Much Evidence of Grey Matter Under the Wigs and—Certainly Not Much Enlightenment on the Tangled Question of Living Costs, in the Combination Comedy-Farce-Melodrama Staged Before the Cost of Living Commission

"I HAVE often wondered," remarked an ex-Cabinet minister after the cost of living inquiry on Friday morning, "just what type of mind it was that produced the editorials in the Toronto 'Telegram.'" This is the explanation.

For an hour and a half the committee, and a large number of spectators, who had scented trouble, were spectators of a scene such as might happen at the trial of a group of Bolsheviks or I.W.W. followers; I say a group, because, although the centre of the stage, the wings and the orchestra were filled by only one individual, he was boisterous enough for a dozen. It was Editor John Robinson, of the Toronto "Telegram," and he came not to bring peace, but a sword. There was blood in his eye and contempt on his face as he confronted the committee; and his favorite gesture was to turn broadside on in his chair from time to time, and grasp his head in his hands with an expression indicating: "Oh Lord, how long must the tribune of the people, who ought to be back in Tronta tribuning, waste his time with this set of hopeless dubs!"

Mr. Robinson looks very much like Irvin Cobb, but he gives evidence like that recitation of our school days: "The Ravings of John Booth McCullough." The only way to report him would be with a battery of gramophones and moving picture machines. There was a move on foot during the progress of the inquiry to fine him for contempt of court, but a rapid calculation showed that to discharge the amount of contempt expressed would pay off Canada's war debt, probably ruin the "Telegram," close up the Hospital for Sick Children, and involve the selling of the John Ross Robertson collection; so it was abandoned.

There was no complete expression of Mr. Robinson's opinion of the committee obtained; because no sooner would one simile be half expressed than another more expressive one would occur to him, and he had to take it out in gestures of despair. But his looks were mighty eloquent. He would gaze at Devlin with the expression: "You are a snake!" turn to Hocken and register: "You worm!" Nesbitt he openly classified as a little lower than the donkeys; while as to the chairman, he gazed at him, moved his lips twice and turned away in despair.

The morning was not wholly wasted, however; a job was found for the Dominion Police at last. The sitting was so wholly disorganized, and the com-

mittee so often defied that a call went forth for the Sergeant-at-Arms. Now Bowie is as brave a man as ever bore a mace. He has not long returned from France, where he has been destroying large fat Germans, but he looked at the bulk of the offender, took a rapid mental survey of his own proportions, and whispered to the chairman. It is understood he said: "I could shoot him if you like, or hit him with the mace, or run my sword through him; but I do not believe I would ever be able to move him." He retired in good order along the whole front, and sent in a Sergeant of the Dominion Police. This was a concession to the liberty of the press; an ordinary offender is dealt with by a private. The Sergeant said never a word. His mere presence permeated the apartment. The editor of the "Telegram" realized that he was up against the Constitution, and gracefully subsided.

So far as any evidence he gave, that was a mere incident. They immediately turned to the question of oleomargarine, presumably to smooth things over. He said he had been informed that a better quality was produced and sold in England for sixteen cents than we pay 35 cents for here, and he was bound to see that the 92,500 readers of the "Telegram," mainly in Toronto, got a run for their money, even if Sir Joseph had to sell his baronetcy. The spread in margarine was too great in price, and not great enough when you put it on bread. He had not read the evidence given before the committee, but he knew the manager of the William Davies Company was too foxxy for the committee, and did not present the whole situation to them, because they had not had a competent lawyer to examine him. He had not told the committee what happened after the goods got past the retail store, although he was the head of the biggest chain of retail provision stores in Canada. All this did not matter, however, as the object of bringing Mr. Robinson before the committee, which was at the request of Mr. Devlin, was to show him where he got off at. Some doubt remained in the mind of the spectators as to the complete success of the move, as he had no evidence of any material nature to give, and a whole morning was wasted with the performance, which was extremely undignified—T.M.F.

SURE THINGS

The shortest distance between buyer and seller is advertising.

It is the business of advertising to sell goods. The advertiser must deliver them.

There is no mystery to good advertising. Unless advertising pays the advertiser, it is not good.

Advertising assists the merchandiser to deliver the goods at the lowest cost and in the quickest time. That's service.

Spending some money to get more money is a phase of better business which appeals to the multitude and is practised by the few.

Kaiser Bill got more free writeups than anyone we know of—and now look at the darned thing! Yes, there is more to advertising than getting your name in the papers!—(From the Batavia, N.Y., "News").

MONTREAL PASSES BREAD BY-LAW

Details of the new bread by-law adopted by the administrative commission and submitted by them to the City Council show that bread loaves must weigh 12 ounces, 24 ounces, or multiples thereof, with net weights 13 hours after baking. Certain variations are allowed in the weights of bread when baked more or for a less period than 13 hours.

PROMINENT MONTREAL FRUIT MERCHANT DIES

John Mair, of Montreal, is dead. The late Mr. Mair conducted, for many years, a straight fruit business on St. Peter Street, and was a well-known figure, catering very largely to a man's trade, and for which he was particularly well located. He had been ill for several weeks.

WHOLESALE DEFEND ASSOCIATION

(Continued from page 45.)

recommendations, including an Inland Trade Commission. He gave figures showing that profits of his firm since the war began averaged 6.71 per cent. on the actual money invested in his business.

Then came on the case of the York Trading Company. It consists of 73 shareholders, nearly all retail grocers. Their capital stock is \$100,000 authorized and \$7,000 paid up. Their complaint was that they had been prevented from securing membership in the Wholesale Grocers' Association and could not purchase goods as wholesalers from the manufacturers. The case was dropped.

Pickle Purchases Decided by Grocer

Experience Shows That Few Customers Inquire For Special Brands of Pickles

THE story told in the panel on this page emphasizes the point that in few cases does one manufacturer's product dominate the market completely. In the majority of instances there are three, four, five or more standard brands of a certain article on the market. The most the majority of manufacturers can hope for is to bring their product within the circle composed of these recognized standard brands.

Basing conclusions on the investigations conducted, there are many different things to be done to accomplish this purpose. National advertising alone does not bring it about. Good traveling salesmen alone will not; neither will simply dealer co-operation in fair treatment and a fair margin of profit; nor an attractive package, nor low freights; nor even quality alone, although this is perhaps the most powerful agency.

But the manufacturer who bases the future development on a quality product; who maintains or improves that quality; who tells the retailers who are asked to sell it for him what are its dominant features and why it will be profitable for them to push it; who explains to the ultimate consumer its advantages and uses; who attends promptly to complaints, endeavors to prevent them in future, etc.—makes sure that his product stands on the market among the leaders in sales.

The good grocer is the foodstuff adviser of the housewife. He studies his goods and his business and knows the likes and dislikes of his customers. It has been stated frequently in these articles that the grocer has given preference to one line or another for different reasons, believing that the line he got behind was the most satisfactory to the majority of his customers. The good merchant in every instance is most careful about stocking quality products. He knows that if he buys an article which hasn't the quality to bring the repeat business, he loses. So that above all things the merchant with foresight bases his selections on quality when purchasing goods.

The housewife goes to the grocery store or is in telephone communication with her grocer every day. The grocer learns to know her tastes and prejudices, and she learns to rely on the grocer. There you have the combination that makes the grocer a most important selling factor in retail distribution. The grocer naturally suggests the lines that he believes will give his customer the greatest satisfaction. In many cases these have been nationally advertised. In

DOES THE GROCER HAVE TO SELL THE GOODS?

A short time ago a traveller called on a grocer in an Ontario town and urged him to place an order. The grocer being unconvinced, the traveller became more importunate. "We've got the goods," he stated, "and whether you want to handle them or not you have to. We have the name and the people will demand the goods." "You may be right, but I don't think so. I think I can sell another line, and I am going to try," was the reply of the merchant.

He promptly phoned another manufacturer of the same line in whose product he had confidence, and asked for an exclusive agency in his territory, and placed a five gross order. Then he got to work to sell the goods, and sell them he did. Moreover, he introduced them to transient customers, who later went to their own grocers and asked for this same brand. Hearing this the merchant in question released the manufacturer from the exclusive agency proposition.

"Look at my shelves," said he, "if you think the merchant can't sell the goods he wishes, providing, of course, they have the quality to bring the repeat orders." And the investigator did look at the shelves, and looked carefully. He found one small, and rather worn looking, package of the goods the traveller had said would demand a sale, and shelf after shelf of the line of goods the merchant had decided he could sell himself. Anyone may investigate for himself. The article in question was Jelly Powder and the merchant, W. J. Panter, of Beamsville, Ont.

A lack of tact and co-operation on the part of the manufacturer through his salesman was apparently responsible for the complete estrangement of this retail customer.

others they have not. That is not "substitution." It is "service."

Recognizing Customers' Preference

"In my experience, covering many years of varied connection with the trade as a grocer," stated Mr. Longeway, manager of Daw Bros. store, Verdun, Que., "I have always held to the plan, if possible, of giving the customer what she first asks for if it is in stock. It is better to do this, I believe, when a new customer comes into the store, or when anyone asks for a special article. Naturally, if we do not stock the line asked for, it is only good business to suggest another, providing we know it has the quality and will give satisfaction.

"It is possible to suggest afterwards lines that are known to be reliable and that one wishes to sell. It is necessary to treat each customer separately.

Changes From One Brand To Another

The Ayrshire Provision Co., Wellington street, Verdun, have changed from one brand of pickles to another recently and are finding the one last chosen excellent. This is — brand.

"We used to handle —, but in our estimation they did not keep the quality

Grocers Lay Stress on Importance of Backing Quality Goods to Ensure Repeats

up and we changed. In addition to good quality, we get good treatment from these people."

Mr. Whyte, asked as to his experience in selling an average line of goods, replied that he had no difficulty in selling what he wanted to, and that a line of groceries must be of good quality before he would buy it. His experience had been that of selling the lines he wished to push; but these must meet his own ideas as to quality; in addition to giving him a fair profit.

Manufacturers Should Consider Trade

A. O. Galarneau, 624 Wellington street, Montreal, believes that pickles would sell better to his trade if they were put up in vinegar suited to the tastes of a good many Old Country people, and among whom much of his trade is done. To CANADIAN GROCER Mr. Galarneau stated that these customers preferred pickles put up in a way to suit their taste. He believed that this was a matter the manufacturer might give some necessary attention to.

In speaking of his own sales, Mr. Galarneau stated that — pickles had always given his trade satisfaction. "I can make a very good profit on these too, especially on their bulk line," he said.

"Another thing. The — people did not boost prices on their goods. — for instance, put their prices up just when they made it awkward for the grocer."

This indicates the necessity of taking into consideration the retail grocer by the manufacturer. In Mr. Galarneau's remarks it is most clear that he, the grocer, is a factor to be appreciated in the passing of manufactured lines to the ultimate user.

Service a Factor in Determining Preference

Mr. Lalonde, of Beauvais, Lalonde & Co., St. James street, Montreal, stated that although they carried a good many lines of pickles they pushed — because they believed that they were the best goods they could buy. In addition to this they made a good profit on the line, and another feature that appealed to them was that these people gave them any quantity they desired of special goods. For instance, if they wanted a quarter of a dozen or half a dozen of one line, they were quite welcome to order in this way and they received very good service from these people. They had no hesitation in recommending this line to anyone who came in and asked for their best pickles. Mr. Lalonde said that he was unquestionably convinced

(Continued on page 51.)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

H. Dupuis has opened a branch grocery store at 346 Gifford Street, Montreal.

R. Verville, 250 Gauthier Street, Montreal, has removed to 381 Belanger Street.

M. Masse, grocer, has succeeded D. Poirier at 350 Bellechasse St., Montreal.

L. Lague, 56 Aqueduct Street, Lachine, has been succeeded by Plante and St. Onge.

I. Houle, 689 Laurie Street East, Montreal, has been succeeded by Houle and Mathieu.

Paul Corbeil, Montreal, grocer, 522 Iberville Street, has been succeeded by R. H. Gandrau.

Bourassa Freres' grocers, Montreal, have sold out to S. Kipness, who will continue at 271 Roi St. East.

Z. Colpron, grocer, 542 Atwater Ave., Montreal, has removed to his new premises at 99 Riel Street, Verdun.

M. Gagnon, grocer, Montreal, has bought out V. Boileau, of 1212 St. Catherine Street East.

O. Dupuis has moved his grocery business from 321 Forsythe Street, Montreal, to 407 Monsabre Street.

Tureot and Tureot, Montreal, have dissolved their grocery partnership, Albert Tureot continuing at 2441 Clarke Ave.

Mrs. A. Perrin, 3114 Drolet Street, Montreal, has succeeded to the grocery business formerly conducted by A. Perrin, deceased.

The Universal Importing Company, Limited, Montreal, have removed their offices and warehouse from the St. Nicholas Building to 118 St. Paul St. W., Montreal.

Augustine Compte & Cie, Ltee., Montreal, have removed from 725 Notre Dame St. to 1 & 3 St. Paul St., Montreal. This firm specializes in coffee, tea and spices.

C. A. Chouillou, formerly a merchandise broker of Montreal, but now of Paris, France, was a visitor to Montreal this week. Mr. Chouillou has been away for several years but is now making Paris his headquarters.

A. Lamoureux, who has been doing business on Rovers Street, has removed his store to 535 Centre Street, Montreal.

George Montpetit, grocer, Montreal, has become occupant of the premises at 542 Atwater Avenue, recently vacated by Z. Colpron.

H. Fortier & Co., 67 St. Paul St. E., Montreal, have recently taken various grocery lines in addition to their tobacco, cigar and pipe business, and have several travellers covering Quebec territory.

Some of the Montreal butchers, as represented in the Butchers' Local 299, have been organizing with a view to pressing claims for a 44-hour week. They are also seeking a slight increase in wages.

Westmount stores are considering earlier closing. At least a by-law to this effect has been drafted and introduced for consideration of the city council. The new Act reads that stores shall close at 7 p.m. excepting on Fridays and Saturdays, and on the eve of a holiday.

Uncertainty seems to exist with regard to the price of bread in Montreal. Some agitation has been going on by the drivers and bakers for an increase in wages and decrease in the number of hours per week. If they succeed in demands suggested, it is stated that the cost of bread may advance one cent per loaf. The grocer would have to secure this much more for the bread sold by him.

Ontario

Samuel Dear, Western representative of W. Clark Ltd., Montreal, died suddenly on Monday the 16th inst. at his home in London, Ont.

E. W. Jeffress, of E. W. Jeffress Co., Walkerville, is convalescing at his summer home at Lake St. Clair after undergoing an operation on his throat, and expects to be back in business in a few days.

The Loblaw Stores, Ltd., Toronto, will hold a picnic for their employees on Wednesday afternoon, July 9. The picnickers will meet at one o'clock at Queen's Park, and go by automobile to their destination, which will remain a secret till the journey has been completed.

The Empire Paper Products Co., formerly of Sombra, Ont., has been re-organized with head office in Sarnia. H. W. Stuart (Stuarts Limited) has purchased the stock. New equipment has been bought and paper containers are now being manufactured. The name has been changed to the above, The Empire Paper Products Co.

BUSINESS CHANGES

Ontario

Charles Raison, grocer, St. Thomas, Ont., has been succeeded by Clarence Jolly.

H. and S. Smythe Co., general merchants, Toronto, have been succeeded by D. Gluckman.

W. M. Short, grocer, Toronto, has sold to D. A. Swan.

THE CANADIAN CREDIT MEN'S ASSOCIATION, LTD., ELECT DIRECTORS

At the annual meeting held to-day, the following were elected:

President, A. G. Parker, of W. J. Gage & Co., Ltd.; vice-president, Thos. W. Learie, of W. R. Johnston & Co., Ltd.; secretary-treasurer and manager, A. S. Crighton; directors: H. E. Dane, of

Dominion Rubber System (Ont.), Ltd.; George T. Dunn, of Canadian Steel and Wire Co., Ltd.; John B. Kirby, of Williams, Greene & Rome Co., Ltd.; Jas. A. Lamb, of Grant-Holden-Graham, Ltd.; E. A. Lye, of W. R. Brock Co., Ltd.; E. S. Little, of Robinson, Little & Co., Ltd.; C. Marriott, of Geo. Goulding & Sons; D. Marshall, of A. T. Reid Co., Ltd.; T. McMillan, of Ansley Dineen Hat & Fur Co., Ltd.; C. J. Purkis, of Caulfeild, Burns & Gibson, Ltd.; J. B. Ratcliffe, of John Northway & Sons, Ltd.; C. F. Richardson, of H. P. Eckardt & Co.; Mark Rowe, of Canada Furniture Mfrs., Ltd.

WM. RAMSAY, FORMER TORONTO WHOLESALE, PASSES

William Ramsay, a former Toronto wholesale grocery merchant, died recently in Bowland, Stow, Midlothian, Scotland, where for some years he has resided.

Born in Dalkeith, Perthshire, in 1835, he came to Canada in 1854, and established a small grocery and liquor shop at St. Lawrence, after seven years removing to 84-86 Front St. East, Toronto, and later to the south-west corner of Front and Scott Sts., Toronto, where his wholesale grocery firm became one of the most aggressive in Canada. His native shrewdness and enterprise led to the expansion of his business through Western Ontario and the Canadian West, just then opening up. He himself as a traveler went as far west as Regina. In 1882 he retired, and returned to Scotland, where he bought the estate of Bowland, Midlothian and Selkirkshire.

He has been very generous in his bequests to charitable institutions in the City of Toronto.

DESPITE STRIKE BAKERS CARRY ON

For some time past, rumors have been afloat that there would be a general strike of bakers in Montreal. This has now been effected, but in a minimized way so far as delays in delivery to the consumer are concerned. In fact the employers assert their intention to make the required bread and to deliver it to the consumer quite promptly, being assured, as they claim, of the continued support of their older bakers, and who are not the disaffected element.

As far as CANADIAN GROCER can learn, there has been little hardship as yet, but of course the bakers who use much automatic machinery are likely to be less injured in their operations than those dependent entirely upon master bakers for their daily output.

NEWS FROM WESTERN CANADA

TWO WESTERN MERCHANTS ADVOCATE CASH SYSTEM

WHILE the great volume of retail country business is conducted on a credit basis in Western Canada, numerous cases are being presented of merchants placing their business on a straight cash basis. They seem invariably to make good on this plan.

During the course of a trip through Central and Southern Manitoba a representative of CANADIAN GROCER discovered two general stores running on this principle, one of them at Macgregor and the other at Holland. In the case of the Macgregor merchant, Chas. E. Sheldon, he stated that he had been eight years in business. During the first five of these years he operated on a credit basis and lost \$3,000 in bad debts. At the end of that period he owed the bank \$1,500. During the last three years since he embarked on a cash business he has made no losses, and has a balance in the bank of \$1,500. He conducts business in a small way, and in a small town, his stock of groceries, hardware, harness, boots and shoes running only to about \$7,000, but he is carrying on and making good without any of the worries and disappointments he encountered in the old days.

"What was the effect on your business when you suddenly decided to change to the cash system?" Mr. Sheldon was asked.

An Inducement for Cash

"Well," he replied, "I made the change in the Spring of the year, when it would have been better to have made a strong start in the Fall, and I noticed that business fell off quite a little. However, the price adjustment that I was able to make soon brought a revival, for I was able to undersell the credit merchants and give the mail order houses a run for their money. I had never been able to compete with the mail order houses on the credit system except by operating with two prices, which always created distrust and was unsatisfactory. I am able to tell my customers that I save about \$500 for them on cash discounts from the wholesale houses, alone, and I press home the arguments that I have no overhead expenses, and have no occasion to tack on to their accounts what I lose from bad debts. I have discovered that the man with the biggest line of credit is always first to go to the cash store when he has the money. He is possessed of the idea that he is systematically being robbed by the credit merchant, and he is going to get his money's worth when he gets the chance."

Mr. Sheldon states that he is doing twice as well as he did when selling on time. He is out of debt. His profits

have increased. The world is a much more pleasant place in which to live.

F. L. Rawson of Holland Also Booms Cash

The Holland cash store is run by F. L. Rawson, an energetic young man who just took it over last Fall, before which it was operated on a credit basis. Mr. Rawson formerly conducted a straight cash business at Wapella, but sold out early in the war in order that he might volunteer his services to his country. When he took over the business last Fall the first thing he did was to send a form letter to every farmer in the district, as well as to the citizens of Holland, every one of which bore his signature. In the course of this letter he broke the news with regard to the cash system by inserting this clause:

"Believing that by so doing I can best serve your interests, it is my intention to conduct this business on a strictly cash or 30 day basis. Taking quality into consideration, a comparison of our prices will speedily prove to you that this arrangement will be to your advantage. It is my desire to provide you with high quality goods at the lowest possible prices at which quality goods can be sold."

When Mr. Rawson took over the business the inventory of the stock totalled \$10,500. In June of this year he was carrying a stock valued at \$12,500. He made good from the start, increasing his turnover each month. In April his turnover was \$600 more than in March, and in May \$900 more than in April. He states that he would not go back to the credit business under any consideration.

This young merchant has attracted considerable attention to his store by phenomenal bargains which he offers for Saturday and Monday each week, through the Holland Observer. When the writer was in Holland, early in June, he was offering men's and boys' shirts at 25c each, overalls at 50c a pair, pork and beans at 10c a tin, and similar snaps, all of which served to bring home to the buying public the fact that a cash store was able to make it worth their while to trade there.

Mr. Rawson agrees with Mr. Sheldon that when the man with the large account gets a little ready cash he takes great delight in spending it at the cash store. A considerable quantity of cream is shipped from Holland, and a considerable quantity of the revenue from this goes to the cash store.

This merchant goes out of his way always to meet the prices of the mail order houses. A customer came in to him recently, and told him his wife had decided to send to Winnipeg for six pairs of shoes at prices which appeared in the catalogue. He offered to buy the shoes

in that store if the mail order price could be met. Mr. Rawson sold the shoes.

THIS LOOKS LIKE A LIVE IDEA

By the judicious expenditure of \$25 when prices were low before the war, Messrs. Murdoch & Wilson, grocers, of Virden, Man., put in a window fixture that has the magnetic quality of forcing women to stop and gaze upon it and into it, incidentally having their attention drawn to the tempting array of groceries displayed in the window.

The fixture in question is nothing more than a fine, big bevelled glass mirror, measuring 42 x 56 inches in size. It attracts all women by catering to their age-old instinct of vanity, and at the suggestion of "Sandy" Murdoch, one of the members of the firm, a keen student of human nature, as well as a canny Scot, it is placed square in the centre of the window, just sufficiently far back to allow of the display of some goods, without marring the flattering reflection of this fine piece of glass. "They stop in hundreds to look at themselves," said Mr. Murdoch, "and I have watched the process time and time again of their attention being diverted from the mirror to fruit or special bargain displays to the left or right of the glass, when they would turn and come into the store. I wish," he added, "that I could get another mirror just as cheap to place inside. Perhaps we could then hold them a little longer."

A PROMPT CELEBRATION

When the announcement came that Germany would be given until June 25 to sign the peace treaty, the enterprising merchants of Esterhazy, Sask., got busy immediately, and planned a peace celebration to take place on the following day, namely June 26. A sport tournament followed by a dance was the programme of the day.

MANITOBA MERCHANT TO GIVE EVIDENCE

The Manitoba branch of the Retail Merchants' Association has forwarded to E. M. Trowern, the Dominion secretary, the names of the following merchants, representing various lines of trade in the province, for the purpose of giving evidence before the House of Commons committee on the high cost of living at Ottawa:

Grocers: A. E. White, of W. H. Stone Co.; butchers, Alex. Cooper; flour and feed, R. A. Douglas, of the Carnefac Stock Feed Co.; W. T. Devlin, boots and shoes; Robert Burns, of Burns & Co., clothing; F. Sparling, general manager of the Hudson's Bay Co., and H. L. Montgomery of Merchants Consolidated.

Gossip from the B.C. Coast

J. Goldstien of the Dominion Tobacco Co. is registered at the Hotel Vancouver, Vancouver, B.C. Mr. Goldstien expects to be in the city for a few weeks.

A. C. Chalmers, Vancouver manager for Donald H. Bain & Co., is at present visiting the packing centres of California.

The Vancouver representative of the MacLean Publishing Co. has just returned from a trip to Los Angeles, Fresno, Frisco, and Oregon and Washington points. The fruit packers and cannery men have so many more orders than they can possibly fill even at their own prices, that those prices will certainly be very high when named. The Santa Clara farmer is getting \$250 per ton for his prunes, in the orchard; his peaches net him \$100 per ton. The British market has contracted for large quantities of the better grade prunes at at shilling a pound f.o.b. California. These prices, regardless of the fact that there are phenomenal crops of all fruits in California this year. However, the prune growers in the Willamette Valley, Oregon, have a partial crop failure and the good prices going do not therefore make them very elated.

The "Key West" recently unloaded one of the largest single shipments to one consignor received at this port, consisting of 20,000 bags of Kotoshi beans for the Vancouver Milling and Grain Co. The same firm received 10,000 bags off of the "Methven" on the 20th. All these go forward to various points in the States. Considerable re-organization has been done in this firm recently. L. A. Walker, formerly sales manager, is now superintendent of branches. Mr. W. Lloyd Craig, formerly manager of the Victoria branch, has returned to Vancouver to manage the Vancouver branch. O. B. Flemming is leaving the sales force here to take charge in Victoria. T. N. Phillips, formerly with the Quaker Oats, Saskatoon, has joined the sales force, and the company has also secured the services of James Henderson, and E. P. Kilpin, both overseas men.

TIE UP OF COAST STEAMER ENDANGERS SALMON CANNING INDUSTRY

The serious dislocation of the canning and fishing arrangements consequent upon the "tie up" of the coast steamers plying to northern points, owing to the strike of the crews, was yesterday considered by a fully representative meeting of the B. C. Salmon Cannery Association yesterday, and the following resolution was unanimously adopted:

"That in the interests of the northern cannery and fishermen it is imperative the steamboat service be resumed forthwith in view of the early commencement of the canning season, in order to enable returned soldiers, fishermen

and cannery crews to begin operations, and to insure the speedy delivery of necessary food and other supplies; and further, that as in the event of a lengthy interruption of the service, the salmon pack, upon the security of which a large proportion of our coast population depends, will be seriously imperilled, the secretary be instructed to urge the several coast steamship companies to use every effort to resume sailings immediately."

It is pointed out by W. D. Burdis, secretary of the association, that the season in the north will open June 20 and large numbers of men, many of whom are returned soldiers, are awaiting transportation to the points where this year the licenses are being issued by Chief Inspector Cunningham, who went north last Saturday, and unless these men are enabled to reach their objectives the whole industry will be paralyzed and great suffering and loss entailed upon all concerned.

PURCHASES DECIDED BY GROCER

(Continued from page 48.)

that this was the best line for them to sell, and that is why they have made their sales larger of this line than of all the others put together.

D. O'Neil, Beamsville, Ont., is confident of his ability to sell any line of pickles that he believes of good quality. As a proof of this ability, he does not always sell the same line, but buys the one that offers the quality at the most satisfactory figure. In the main, however, he sells —, because the line gives him a good profit and satisfies his customers.

W. G. Panter, Beamsville, Ont., handles three or four lines of pickles, more or less irregularly, but puts special emphasis on the sale of — because he has found it to be, generally speaking, the most satisfactory. Recently, however, he found himself out of this line and purchased a stock of — from a traveler who happened in just at that time. He found this line very satisfactory, and had no difficulty in selling it. "We are rarely, if ever, asked for pickles by any brand name," stated Mr. Panter. "We have served our customers for a goodly number of years, and they are confident that we will not give them anything that is not good, and it is therefore possible to sell them any line that may commend itself to us. We always, of course, make certain the goods are right."

McCullough and Marshall, Main street, Brampton, Ont., stock — and — pickles. Brampton, said Mr. McCullough, was not a good town for pickles. Too many people made their own, and the fact that there are large greenhouses in the town, made it possible to get green vegetables almost the year round. However, a short time ago this firm

stocked a large quantity of — pickles, and were very successful in pushing the sale of them. They sold two barrels of them in a very short time. Customers very rarely asked for a particular kind.

W. E. Coates, Main street, Brampton, had the same experience as the other grocers in Brampton, finding that pickles were not inquired for a great deal, because of the fact, largely, that green vegetables were procurable almost the year round. However, he stocked — pickles and —. Sales of both would be about equal. One of these is a standard brand which has been on the market for years, the other not being very well known except to Mr. Coates.

Introduces a New Line to His Customers

John Isaac, 2316 Queen Street East, Toronto, sells both — and — pickles. At first he only handled —, but some time ago he introduced —. He pushed the latter, with the result that he established quite a trade in them. The casual customer often asks for a certain brand of pickles, but as a rule he was able to sell the kind he himself got behind and recommended. In fact that is how he sold — successfully, as they were comparatively little known when he first put them into stock. He stocked them more profitably and therefore got behind them with very satisfactory results.

James E. Ross, 2457 Queen Street E., Toronto, carries two or three brands of pickles, —, — and —. When a customer does not ask for any particular kind he sells them — brand and always suggests them when out of stock of the kind required. In most cases he is able to sell the kind he recommends.

Limit the Number of Brands

George Hesk, 2189 Queen Street East, Toronto, stocks both — and — pickles, but finds the latter sell best. Mr. Hesk does not believe in stocking too many brands of any one commodity, claiming that it does away with the possibility of profit by tying up too much capital.

For this reason he got behind — pickles. He sells them every time unless a customer is insistent on having the other, as these are the only two lines that he has. He thinks the former are a good article. Therefore he does all he can to place them before the public. He always recommends them to his customers, and has built up a big sale in them.

A. Hibben, 2298 Queen Street East, Toronto, finds that seldom do any of his customers ask for pickles by brand name, and when they don't he sells them the kind which he believes will always give satisfaction and which will yield him what he considers a fair margin of profit.

Western

J. B. Clark, general merchant, Raising, Sask., has sold to S. G. McCollum.

WEEKLY GROCERY MARKET REPORTS

Statements From Buying Centres

THE MARKETS AT A GLANCE

GENERALLY speaking, business conditions continue good during the week, though on certain markets labor difficulties make it increasingly difficult daily to do a satisfactory business. There is a generally stronger feeling on the whole, governing the grocery trade.

MONTREAL—Important changes are made for the week, and most of these are in the way of advances for various products. In addition to this there are strong tendencies for other lines, and advances for corn syrups are not unlikely, while prunes and raisins, such as are available, are ruling very high.

New high prices are announced this week for various canned meats and meats in glass, most of these being ox tongue. Fruit jars are up 50c per gross. Various soaps advanced from 25c to 40c per case and a line of washing powder is higher. Baked beans are up 25c per doz. for one line in "three's." Durkee salad dressing, on the other hand, is down. Spinach in tins and olive oil are marked down, though there is still a shortage of olive oil. Canned peaches of the better grade are marked up in one quarter. Rices have advanced materially on several of the better grades. Peanuts and filberts are higher in the United States and walnuts are reported to be unprocurable for import. Raisins and prunes are most unpromising in the matter of supplies. Maple syrup and sugar have made a twenty per cent. advance in price. Oatmeals are moved higher and there is a firmer undertone to rolled oats also. Potatoes, as already forecast in CANADIAN GROCER, have taken a tumble, due to the arrival of the new crop. Strawberries are down and watermelons and canteloupes also, while citrus fruits hold rather firmly. Winter wheat flour is firmer and quoted \$11.75 to \$12 per barrel.

The sugar situation is an interesting one, owing to the keen demand that has developed as a result of the beginning of the preserving season. The undertone is very firm and the

refineries are working to full capacity, with raws coming along well and regularly.

TORONTO—There has been a heavy demand for sugar of late, but apparently stocks are ample to meet the call being made upon them. All grades of rices are showing a much firmer tendency. Stocks are practically depleted at the present time and it is almost impossible to secure supplies. Coffee continues to advance so rapidly that the United States Coffee Exchange has limited the advance to 1½ cents a day. Canadian importing houses have practically withdrawn from the market till conditions become more stable. Tea also is in a very firm position. The exchange situation is not improving and this is having its effect on the situation. There is a possibility of further increases in the near future. There has been a heavy demand for canned salmon, due to the hot weather, and some advances have resulted from this run on already small stocks. Dried fruits are very limited in stock and prices are very firm, indeed, with no immediate indication of any change. Beans have advanced sharply during the week. Cereals also have reflected the sharp advance in the corn market. Fresh meats and provisions have advanced. Lard is also higher. Eggs are showing a little easier tendency, though prices are unchanged. There is a marked improvement in the stocks of poultry coming to hand and prices generally are easier. The same conditions prevail also in regard to fish. Generally speaking, however, the market shows a much stronger trend.

WINNIPEG—Market conditions are still unsettled, owing to the strike situation, and trading is far from normal. Under these conditions only the general trend of the various markets is of interest as the actual prices are unsteady. Rice and coffee are in a strong market with an upward tendency as regards prices. Some jobbers predict an advance in sugar. All markets are very firm with a shortage in some lines of canned goods and dried fruits.

QUEBEC MARKETS

MONTREAL, June 25—Unquestionably, and as the season advances, there is much less encouragement to the trade of getting adequate requirements of various groceries. An odd new line arrives and usually at an advanced price. This week there is a good trade passing and several changes of importance are made, nearly all of them of an increasing nature.

50c Gross Added To Fruit Jars

Montreal.

FRUIT JARS.—A fifty-cent advance per gross is made in the price of various fruit jars. The new prices just issued are as follows: Imperial Gem, pints, \$11.50; quarts, \$12, and half gallons, \$15. The wine measure Crown are the same price, while Perfect Seal are, respectively, \$12.50, \$13 and \$17.25 per gross.

Soaps Make Advance; Also Soap Powder

Montreal

SOAPS, SOAP POWDER.—Advances of from 25c to 40c per case have been made this week for various soaps. Ivory prices are up 25c per case in the 6 oz. size to \$6.65 for single cases, while the 10 oz. size in single cases is advanced 40c per case to \$11.20. White Naptha soap is up 25c per case to \$7.25; Gold soap 15c per case to \$7.40, while Gold Dust washing powder is advanced from \$5.90 to \$6.25 for the No. 3 package cases, and from \$5 to \$5.15 per single case for the medium and small sizes.

Baked Beans, Tongue Up; Dressing Down

Montreal

BEANS, DRESSINGS, MEATS.—Advances have been made for various grades of canned meats. Corned beef is up 5c per dozen and advances of from \$1.05 to \$14.10 per case have been made for some of Clark's ox tongue in glass and in tins, as will be found elsewhere in the proprietary list. The prices for tongue are particularly strong. Baked beans are up to \$2.75 for the 3-pound size, an advance of 25c per dozen. Durkee's salad dressing is lower. The large size is reduced from \$8.25 to \$7.80; the medium from \$4.50 to \$4.25, and the small size from \$2.25 to \$1.90.

Immense Sugar Sales; Demand Will Continue

Montreal.

SUGAR.—The refineries are working at top speed these days to overtake as much business as possible. There is a very heavy demand from the domestic trade, and this, added to that taken on in recent weeks on export account, has served to present a situation quite unparalleled for several months past. Grocers, wholesale and retail, did not buy freely for a long while, and now that the preserving season is here the demand is not easily filled, some refiners state. Export orders are, it is understood, be-

ing curtailed to meet the needs of the home market. There has been no price change and refining is being done to capacity.

Atlantic Sugar Company, extra granulated sugars, 100 lbs.	9 95
Acadia Sugar Refinery, extra granulated	9 95
St. Lawrence Sugar Refinery	9 95
Canada Sugar Refinery	9 95
Dominion Sugar Co., Ltd., crystal granulated	9 95
icing, barrels	10 15-10 30
icing (25-lb. boxes)	10 55-10 70
icing (50-lb. boxes)	10 35-10 50
Do., 1-lb.	11 05
Yellow, No. 1	9 75-9 55
Yellow, No. 2 (Golden)	9 45-9 55
Yellow, No. 3	9 35-9 45
Powdered, barrels	10 05-10 20
Powdered, 50s	10 15-10 50
Powdered, 25s	10 35-10 60
Cubes and Dice (asst tea), 100-lb. bxs	10 55-10 65
Do., 50-lb. boxes	10 65-10 75
Do., 25-lb. boxes	13 85-10 95
Do., 2-lb. pack.	11 95-12 05
Paris lumps, barrels	10 55
Paris lumps (100 lbs.)	10 65
Paris lumps (50-lb. boxes)	10 75
Paris lumps (25-lb. boxes)	10 95
Paris lumps (cartons, 5-lb.)	11 70
Do., (cartons, 2-lb.)	12 45
Crystal diamonds, barrels	10 55
Crystal diamonds (boxes 100 lbs.)	10 65
Crystal diamonds (50-lb. boxes)	10 75
Crystal diamonds (25-lb. boxes)	10 95

Spinach; Olive Oil Down; Peaches Up

Montreal.

CANNED GOODS.—Declines for spinach and advances for best grades canned peaches are the features of the week in canned goods. There is a demand for some lines of very good proportions, while the only line reported to be in rather good supply is that of canned tomatoes. Export business is still obtainable, and there will be a continued movement of this nature, it is expected. Olive oil, while a little scarcer again, has been somewhat reduced in price.

Choice	0 24	0 25
Slabs	0 23	0 24
Fancy	0 20	0 21
Apples (evaporated)	0 19	0 21
Peaches (fancy)	0 19	0 20
Faced	0 19	0 20
Choice	0 20	0 24
Extra choice	0 21	0 24
12 oz., per pkge.	0 16	0 18
Pears	0 20	0 22
Peel (old)	0 45	0 36
Citron	0 45	0 36
Lemon	0 45	0 36
Canned Fruits—		
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 50	1 80
Do., gallons, doz.	4 75	5 25
Blueberries, 2s	2 00	2 25
Currants, black, 2s, doz.	4 00	4 00
Do., gallons, doz.	13 00	13 00
Cherries, red, pitted, doz.	2 90	3 20
Gooseberries, 2s, doz.	3 00	3 00
Do., 2s (pails)	2 77½	2 80
Peaches, 20 oz., doz.	2 50	2 60
Do., No. 2	2 80	3 00
Do., 2½ (best)	3 75	4 00
Pears, 2s	2 50	2 90
Do., 2½s	3 25	3 25
Do., 2s (light syrup)	1 90	1 90
Pineapples (grated and sliced), 2s	3 60	4 50
Do., 2½s	4 50	4 50
Plums—Lombard	2 00	2 20

Gages, Green, 2s	2 45
Do. (light syrup, 2s)	2 00
Raspberries, 2s	4 00
Do., 2½s	2 60
Strawberry, 2s	4 25
Canned Vegetables—	
Asparagus (Amer.) mammoth green, doz.	4 25
Asparagus, imported (2½s)	4 85
Beans, Golden Wax	1 95
Beans, Refugee	1 40
Beets, new sliced, 2-lb.	2 10
Corn (2s)	2 10
Carrots (sliced), 2s	1 45
Corn (on cob), gallons	7 25
Spinach, 3s	2 35
Spinach, California, 2s	1 75
Do. (wine gals.)	8 00
Tomatoes, 1s	0 95
Tomatoes, 2s	1 40
Tomatoes, 2½s	1 90
Totatoes, 3s	1 95
Tomatoes, gallons	6 00
Pumpkin, 2½s (doz.)	1 10
Pumpkins, gallons, (doz.)	4 25
Peas, standards	1 45
Peas, early June	1 60
Peas, extra fine, 2s	2 30
Do., fancy, 20 oz.	1 67½
Potatoes, Can. sweet, 2½-lb. tins	2 75
Do., 2-lb. tins	2 75
Olive oil (pure), 1 gal. tins	4 60
Do., ½ gal. tins	5 40
Do., 5 gal. tins	4 20
Tomato Paste, 100 tins (case)	32 00
Do., 200 tins (case)	33 00
Do., 12-lb. lbs.	39 00
Salad oil (bbls, 50 gals.), gal.	2 50
Olive, Queen, gal.	1 45
Canned Fish—	
Salmon—	
"Clover Leaf," ½-lb. flats	2 45
Sovereign, 1-lb. flats	4 62½
Do., ½-lb. flats	2 30
Chams, 1-lb. tins	2 05
Do., ½s, flat	1 17½
1 lb. tins, cases 4 doz., per doz.	4 50
½ flats, cases 8 doz., per doz.	1 50
Pinks, 1-lb. flats	2 25
Pinks, 1-lb. tins	2 60
Pale, ½-lb., doz.	1 37½
Pale, 1-lb., doz.	2 37½
Pinks, ½-lb., doz.	1 62½
Cohoes, 1-lb. tins	3 75
Cohoes, 1-lb. flats	3 25
Cohoes, ½ lbs., flat	1 75
Herrings, kippers, dz. (4 dz. case)	2 25
Herrings (tomato sauce), doz.	2 25
Haddies (lunch) (½-lb.)	1 00
Haddies, chicken (canned), doz.	9 00
Red Springs, 1-lb. tins	4 00
Red Springs, ½ lb.	2 45
White Springs (1s)	2 30
Salmon, Gaspe, Niobe Brand (case of 4 doz.), per doz.	2 25
Labrador salmon, 1-lb. flat	3 60
Pilchards, 1-lb. tins	1 90
Whale Steak, 1-lb. flat	1 90
Canadian sardines (case)	6 75
Norwegian sardines, per case of 100 (¼s)	22 00
Oysters (Canned)—	
5 oz., doz.	2 60
10 oz., doz.	4 75
Lobsters, ¼-lb. doz.	2 25
Do., ½-lb. tins, doz.	3 60
Do., 1-lb. tins	8 25
Do., ¼-lb. doz.	6 00
Do., 1-lb. flats	8 25
Lobster paste, ½ lb. tins	3 25
Sardines (Amer. Norwegian style)	14 50
Sardines (Can. Norwegian)	22 00
Sardines—Canadian brands (as to quality), case	6 75
Sardines, French	32 00
Scallops, 1-lb., doz.	3 25
Scotch Snack, No. 1, dz., Montreal	2 50
Do., Eastern trade	2 65
Do., Winnipeg and Western	2 85
Scotch Snack, No. 2, doz.	4 50
Shrimps, No. 1	2 25
Crabs, No. 1 (cs 4 doz.)	6 75
Crab meat (Japanese), doz.	6 50
Clams (river) (1 lb.), doz.	1 90

Poor Raisin Promise; Will Prunes Come?

Montreal.

DRIED FRUITS.—Latest advices are not encouraging with regard to raisins, and it seems now that supplies will be harder than ever to get. Some have withdrawn prices excepting on sulphur-bleached grades. Prunes, too, are most difficult to obtain in full range, and there

is little hope of improvement for some time. The general tendency of dried fruits of all kinds is upward.

Raisins—		
Bulk, 25-lb. boxes, lb.	0 18	0 20
Malaga, table box of 22 lbs., 3-crown cluster.		
\$5.50; 4-crown cluster, \$6.50-\$6.75; 5 crown, \$7.50; 6 crown cluster, \$7.00-\$8.75.		
California loose Muscatels, lb.	0 15	
Cal. seedless, cartons, 16 oz.	0 17	0 19
Choice seeded, 12 oz.	0 15	0 14
Fancy seeded, 16 oz. pkgs.	0 15½	0 16
Choice seeded, 16 oz. pkgs.	0 15	0 17
Seedless, 11 oz. packages	0 13	0 15
Do., 15 oz. pkgs.	0 17	0 18
Do., bleached, 15 oz. (choice)	0 15	
Do. (fancy)	0 18	
Valencias, selected	0 11½	
Valencias, 4-crown layers	0 11½	
Sultanas (bleached), 50-lb. boxes	0 18	0 20
Do. (15 doz. boxes)	0 22	
Currants, old pack., 15 oz.	0 29	0 31
Currants, Greek (bulk)	0 18	
12 oz.	0 16½	
50-lb. boxes, loose	0 20	0 23
15 oz. pkgs.	0 20½	0 23
Pkgs. 8 oz. (20 pkgs.)	2 00	2 60
Pkgs. 6 oz. (50 pkgs.)	2 60	4 75
Pkgs. 4 oz. (70 pkgs.)	3 70	5 00
80 lb. Ainslia	0 28	
12 oz.	0 26	
Do., new	0 32	
Cal. currants (loose)	0 18	0 22
Cal. "Currants," 15 oz. pkgs.	0 20	0 22
Dates, Excelsior, per case (36-10s)	7 00	
Do., Dromedary (36-10 oz.)	8 25	8 50
Packages only, Excelsior	0 20	
Packages only	0 19	0 20
Do., Dromedary	0 22	
Figs (layer), 10-lb. boxes	2 60	3 00
Figs, white (70 4-oz. bxs)	5 40	
Do., (28 8-oz. bxs)	3 50	
Do., (12 10-oz. bxs)	2 20	
Figs (cooking), 50-lb. boxes, lb.	0 16	
Prunes—		
(25-lb. boxes)—		
30-40s	0 30	0 31
60-70s	0 22	0 23
70-80s (25-lb. box)	0 19	0 20
80-90s	0 16½	0 17
90-100s	0 15	0 16
100-120s	0 11½	0 12

No Bean Weakness But Sales Light

Montreal.

BEANS.—There is no weakness in the bean market but supplies are not disposed of in the regular way in large amounts. At the same time the demand is reasonably fair, in view of the advanced season.

Beans—		
Canadian, hand-picked, bush...	5 00	5 40
British Columbia		5 00
Brown Beans	3 50	4 00
Japanese	4 50	4 60
Yellow Eyes		5 50
Lima, per lb. (as to quality)	0 10	0 15
Kidney beans	6 00	6 50
Peas, white soup, per bushel...	3 25	3 50
Peas, split, new crop (98 lbs.)	5 50	6 00
Peas (blue)	0 08	0 09

Rices Again Up; Will Rule High

Montreal.

RICES.—Advances are made this week in many lines of rices. These increases are in definite line with the tendencies of the market as forecast in CANADIAN GROCER of late. That the market will rule strong is not doubted by the importers who are feeling that the difficulty of securing supplies abroad will not be removed for a long while. Japan is still buying supplies heavily where she can, while India's needs are large. The increases in this market for the week are from 75c to \$1.25 per 100 pounds, ordinary and fancy grades being affected, and the new quotations as revised appear below. There is a fair demand.

Ice Drips—Japan (per 100 lbs.)	13 60
Carolina	15 00
Honduras	15 00
Siam, No. 2	7 65
Siam (fancy)	10 50
Rangoon "B"	11 00
Rangoon CC	10 75
Mandarin	11 75
Peking	11 00
Tapioca, per lb. (seed)	0 12
Tapioca (pearl)	0 12
Tapioca (flake)	0 11

Higher Peanuts; Filberts Firmed

Montreal.

NUTS.—Advances have been made for filberts and peanuts in primary markets, and increases will probably come later. There is a 2c higher price for filberts, and peanuts of Virginia grades are so much in demand in the States that some of the Canadian importers have sold their supplies there, claiming that the demand at much better prices made it well worth while to sell there. Local supplies are rather limited, and in the matter of walnuts these are said to be unobtainable.

Almonds, per lb.	0 27	0 28
Almonds (shelled)	0 55	0 56
Almonds (Jordan)		0 70
Brazil nuts (new)	0 24	0 26
Brazil nuts (med.)	0 15	0 17
Filberts (Sicily), per lb.	0 25	0 27
Filberts, Barcelona	0 25	0 26
Hickory nuts (large and small), lb.	0 10	0 15
Peanuts (roasted) —		
Jumbo	0 19	0 20
Fancy	0 16	0 17
Extras	0 12	0 14
Shelled, No. 1, Spanish	0 19	0 20
Salted Spanish, per lb.	0 25	0 26
Shelled, No. 1 Virginia	0 15	0 15½
Do., No. 2		0 14
Peanuts (salted) —		
Fancy wholes, per lb.	0 38	
Fancy splits, per lb.	0 33	
Pecans (new Jumbo), per lb.	0 32	0 40
Pecans, large, No. 2, polished	0 32	0 35
Pecans, New Orleans, No. 2	0 21	0 24
Pecans "paper shell," extra large		
Jumbo	0 29	0 35
Walnuts (Grenoble)	0 23	0 25
Walnuts (new Naples)	0 78	0 80
Walnuts (shelled)	0 30	0 33
Walnuts (Spanish)		
Note—Jobbers sometimes make an added charge to above prices for broken lots.		
Orange	4 10	4 80
Cut mixed (1-lb. cartons), doz.	12 75	
In 36 lb. case		0 48
Cut, 10-lb. boxes (lb.)		

White Syrup Active; May Be Advances

Montreal.

SYRUPS, MOLASSES.—That there will be advances for corn syrups seems most probable if the present advances of Chicago corn prices are maintained. True, there is not a heavy consumption of syrup at this season of the year, although an increase is reported in the sale of white corn syrups. Advances may have to be made at any time in the price. The molasses market is steady and unchanged.

Corn Syrups—		
Barrels, about 700 lbs., per lb.	0 07¾	
Half bbls.	0 08	
Kegs	0 08¼	
2-lb. tins, 2 doz. in case, case	5 15	
5-lb. tins, 1 doz. in case, case	5 75	
Corn Syrup—		
10-lb. tins, ½ doz. in case, case	5 45	
20-lb. tins, ¼ doz. in case, case	5 40	
2-gal. 25-lb. pails, each	2 45	
3-gal. 38½-lb. pails, each	3 65	
5-gal. 65-lb. pails, each	5 90	
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	5 65	
5-lb. tins, 1 doz. in case, case	6 25	

10-lb. tins, ½ doz. in case, case	5 95
20-lb. tins, ¼ doz. in case, case	5 90
Cane Syrup (Crystal) Diamond—	
2-lb. tins, 2 doz. in case, per case	7 00
Barrels, per 100 lbs.	9 75
Half barrels, per 100 lbs.	10 00
Glucose, 5-lb. cans (case)	4 80

Prices for	
Barbadoes Molasses—	
Punchons	0 98
Barrels	1 01
Half barrels	1 03
Antigua Molasses—	
Punchons	0 95
Barrels	0 98
Note—Prices on molasses to outside points average about 3c per gallon less.	

Twenty Per Cent. Up Are Maple Products

Montreal.

MAPLE PRODUCTS.—Advances have been made in the market for maple sugar and syrup, and these total about twenty per cent. This has been the result of continued demand from the United States. Added to this the shortness of supply has served to make a much stronger price situation, and as high as 28c per pound is said to have been paid for car lots of maple sugar. Syrup prices have been much higher at around \$2.50 per Imperial gallon. The condition on honey is steadily unchanged, with demand quite satisfactory for this season of the year.

Maple Syrup—		
13½-lb. tins (each) (nominal)	2 50	2 60
10-lb. cans, 6 in case, per case		20 15
5-lb. cans, 12 in case, per case		21 05
2½-lb. cans, 24 in case, per case		21 30
Maple Sugar (nominal), small lots	0 27	0 30
Cases, 48 blocks (case)		4 30
Honey, Clover—		
Comb (fancy)		0 30
Comb (No. 1)		0 28
In tins, 60 lbs.		0 26
30-lb. pails		0 27
10-lb. pails		0 28
5-lb. pails		0 29
Honey—Buckwheat, tins or bbls.	0 18	0 20

Peppers Exported; Market is High

Montreal.

SPICES.—In view of the fact that export demand has continued brisk for white and black peppers, the local markets are very strong, and retail prices may be advanced before a great while. There is a seasonably good demand for many lines and the basis is held quite firmly.

Allspice	0 20	0 22
Cassia (pure)	0 32	0 35
Cinnamon—		
Rolls		0 35
Pure ground	0 35	0 40
Cloves	0 45	0 55
Cream of tartar (French pure)	0 75	0 80
American high test	0 80	0 85
Ginger	0 28	0 38
Ginger (Cochin or Jamaica)		0 30
Mace	0 80	1 00
Mixed spice	0 30	0 32
Nutmegs, whole	0 60	0 70
Do., ground	0 60	0 65
Pepper, black	0 38	0 40
Pepper, white	0 45	0 50
Pepper (Cayenne)	0 35	0 37
Pickling spice	0 25	0 27
Paprika	0 65	0 70
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)		
		1 30
Cardamom seed per lb., bulk		2 00
Caraway (nominal)	0 75	0 80
Cinnamon, China, lb.		0 80
Cinnamon, per lb.		0 85
Mustard seed bulk	0 35	0 40
Celery seed, bulk (nominal)	0 75	0 80
Shredded coconut in pails	0 21	0 25
Pimento, whole	0 20	0 22
For spices packed in cartons add 3½ cents a lb. and for spices packed in tin containers add 10 cents per lb.		

No Declines on Teas Says Trade

Montreal.

TEAS.—Declines are less probable on teas as the season advances and the summer trade is quite satisfactory. Distribution of supplies continues to be made, and with prospects of having to secure new stock later at advanced rates the trade will doubtless continue to buy its wants regularly. Latest cables confirm the foreign markets as continuing firm from week to week.

Pekoe, Souchong, per lb.	0 45	0 47
Pekoes, per lb.	0 49	0 -
Orange Pekoes	0 53	0 55
Japan Teas—		
Choice	0 65	0 75
Early picking	0 55	0 65
Javas—		
Pekoes	0 39	0 41
Orange Pekoes	0 44	0 47
Broken Orange Pekoes	0 40	0 43
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Outside Advances Made on Coffee

Montreal.

COFFEE, COCOA.—Advances have been effected in primary points for various grades of coffee, and these total from 4 to 5 cents per pound since the first of the present month. Local importers are endeavoring, they state, to hold off from making further advances at the present time, but if the strength continues outside this will be done later. In the meantime the trade is buying its needs regularly and there is a good demand. Cocoa markets are firm and fairly active when the whole range is considered. Iced cocoa is responsible for an improved demand in the larger cities, it is stated.

Coffee—		
Bogotas, lb.	0 41	0 44
Jamaica, lb.	0 36	0 39
Maracaibo, lb.	0 38	0 40
Mocha (types)	0 40	0 43
Mexican, lb.	0 40	0 42
Rio, lb.	0 35	0 37
Santos, Bourbon, lb.	0 41	0 42
Santos, lb.	0 40	0 42
Cocoa—		
In 1-lb., per doz.	4 60	
In ½-lb., per doz.	2 45	
In ¼-lb., per doz.	1 35	
In 10s size, per dozen	0 95	

Oatmeal is Higher; Limited Demand

Montreal.

CEREALS.—The midsummer lull is somewhat manifest with regard to the demand for various cereals and loose oatmeals, rolled oats, etc. Notwithstanding this the prices have advanced for standard, granulated, and fine grades 10 cents per sack. There has been considerable export for rolled oats, and this gave the mills an amount of business that was most acceptable, for the returns were satisfactory. The market is firm. Pot and pearl barleys are somewhat firmer.

Self-raising Flour—		
2-lb. pkgs., doz.	2 90	
6-lb. pkgs., doz.	5 70	
Cornmeal, Gold Dust	5 25	5 50
Barley, pearl	5 75	6 00
Barley, pot, 98 lbs.	4 75	5 00
Barley (roasted)	7 50	
Buckwheat flour, 98 lbs.	5 50	6 00
Cornflour, white	5 00	5 25
Rice flour	8 75	9 00
Hominy grits, 98 lbs.	5 75	6 00

Hominy, pearl, 98 lbs.	5 75	5 90
Graham flour	5 75	5 90
Oatmeal (standard-granulated and fine)	4 75	5 10
Oatmeal (packages) fine cut.	5 70	
Peas, Canadian, boiling, bush.	4 00	5 50
Split peas (per 98 lbs.)	6 00	6 50
Rollled oats, 90-lb. bags	4 40	4 80
Rollled oats (family pack), case	5 60	
Rollled oats (small size), case	2 00	
Oat Flakes (case 20 pkgs.)	5 10	
Rollled wheat (100-lb. bbls.)	7 10	8 00
Porridge Wheat—		
Packages, 35 in case	6 00	
Packages, 20 in case (family pack)	5 80	
Tapioca flour, lb.	0 15	0 16

Local Demand Light; Flour Export Still

Montreal.

FLOUR.—Demand from the domestic trade is light for flour. There is no change for standard war grade but the price has again stiffened for winter wheat flours. Export orders are not all filled yet and the mills hope to be kept operating some little time yet.

Standard Wheat Flours—		
Straight or mixed cars, 50,000 lbs. on track, per bbl., in (2) jute bags, 98 lbs.	11 00	
Per bl., in (2 cotton bags, 98 lbs.	11 15	
Small lots, per bbl. (2) jute bags, 98 lbs.	11 30	
Winter wheat flour (bbl.)	11 00	11 50

Shorts Moving; Bran Exported

Montreal.

FEEDS.—In view of the fact that there were outside markets, the millers have been disposing of stock to buyers in the States, and there has also been some domestic demand. This, in view of the weather conditions now, will be less. There is a fair demand for shorts, this being a rather active season for the same, it being used for some classes of feeding extensively.

Feeds—		
Shorts—		
Mixed cars	44 25	
Bran—		
Mixed cars	42 00	42 25
Crushed oats	56 00	64 00
Barley chop	56 00	65 00
Special, middlings	56 00	
Feed flour (98 lbs. sack)	3 50	3 75
Gluten Feed (22% Protein)—		
F.O.B. Cardinal	54 00	
F.O.B. Fort William	50 00	

Hay Much Less; Grains Weaker

Montreal.

HAY, GRAIN.—Much heavier deliveries of hay and the near arrival of new crop hay are the two factors responsible for a lowering of prices this week; another \$5 per ton being chopped from the prices of various grades. The grain markets, too, are weaker; prices are lower, and there may be further reductions. This, however, is always an uncertain quantity these days.

Good, No. 1, per 2,000-lb. ton.	30 00	
Do., No. 2	27 00	
Do., No. 3	25 00	
Straw	11 00	
Oats—		
No. 2 C.W. (34 lbs.)	0 91½	
No. 3 C.W.	0 87½	0 89

A CORRECTION

Through an error in last week's issue of the Toronto markets, the statement was made that Lilac Rose soap had advanced from \$5.10 to \$5.50. The facts are exactly opposite. The price has declined from \$5.50 to \$5.10.

Extra feed	0 87½	0 89
No. 1 feed	0 87	
No. 2 feed	0 81½	
Barley—		
No. 3 extra	1 45	
No. 3	1 43	
No. 2	1 43	

Note—These prices are at elevator and bags and bagging are not included.

Potatoes Skidded; More Vegetables

Montreal.

VEGETABLES.—It was definitely stated in CANADIAN GROCER that prices were due for a tumble on potatoes, and this decline has now become effective. The reduction is an immediate result of the arrival of new potatoes on the market in larger quantities, and those holding old stock now want to unload, and can only effect this on a lower price schedule. Latest prices per bag of 90 pounds ranges from \$1.25 to \$1.50 per bag. There is naturally a larger supply of green vegetables, and lettuce, rhubarb, carrots, beets, spinach, etc., are all available for less money.

Asparagus (doz.)	4 00	
Beans, new string (American) basket	4 25	
Beets, bag	1 00	
Do., new, doz. (Montreal)	1 00	
Cucumbers, Florida (basket)	3 50	
Do., Montreal, doz.	1 25	
Chickory, doz.	3 00	
Cauliflower (Montreal), doz.	2 50	
Cabbage, new, crate	4 50	
Carrots (new), doz.	0 75	
Celery (Wash.), doz.	2 50	
Do., crates (3-4 doz.)	8 00	
Egg plant	3 00	4 00
Horseradish, lb.	0 20	
Lettuce (curly), box (3 doz.)	1 00	
Lettuce (Montreal), head	1 25	
Leeks	2 00	
Mint	0 15	
Mushrooms, lb.	1 75	
Basket (about 3 lbs.)	4 00	
Onions, Texas, crate	6 00	
Red, 100 lbs., bag	7 50	
Onions (Shallots), doz.	1 00	
Oyster Plant	0 75	
Parsnips, bag	2 50	
Parsley (Canadian)	0 75	
Potatoes, Montreal (90-lb. bag)	1 25	
Potatoes (New Brunswick), bag	1 40	
Potatoes (new), Florida (per bbl.)	8 00	
Radishes, doz.	0 20	0 25
Rhubarb, doz.	0 20	0 25
Spinach, box	0 75	
Turnips, Quebec	2 50	
Tomatoes (hothouse), lb.	0 40	
Tomatoes, Mississippi flats (4 bas.)	2 00	

Berries Down; Also Melons

Montreal.

FRUITS.—As the season advances, berries are coming to hand more readily and the prices are declining. Quebec strawberries are offering at 20c per box this week, and will be lower next, it is expected. The price of imported melons and canteloupes is down and the supply is larger. Lemons and oranges are steadily held unchanged.

Apples—		Per Barrel
In boxes	5 50	
Bananas (fancy large), bunch.	5 50	
Cherries (California), box	4 50	
Cantaloupes, each	0 20	0 25
Grapefruit (fancy Porto Rico) ..	4 50	5 50
Lemons (California)	8 00	8 50
Watermelons, each	0 50	1 00
Oranges, Cal. eating, small box	4 00	
Pears, California (110 size)	5 50	
Oranges, Porto Rico	4 50	5 00
Oranges, Cal. navels, 126	6 00	
Do., 150	6 50	
Do., 176	6 50	
Do., 200-216	6 50	
Blood oranges	4 50	
Pineapples (24s to 36s)	7 00	
Peaches (6 baskets)	4 50	
Strawberries, large	0 40	
Do. (Montreal)	0 20	

ONTARIO MARKETS

TORONTO, June 27—An advance of from one to two cents-per pound on all rices, tapioca and sago, new advances on teas and coffees at primary points, are the features of the grocery markets this week. Sugar is selling very freely, and while the market is strong, no immediate jump in prices is anticipated. Fruits and vegetables are selling well and supplies are ample. Canned goods are also quoted higher on many lines, and raisins and currants are very firm.

Sugar is in Very Active Demand

Toronto.
SUGAR.—There is a very heavy demand for sugar at the present time, which is likely to be maintained throughout the summer. Stocks, however, appear to be fairly heavy among the different dealers, and representatives of the refineries do not look for any advance in prices, nor yet for any easier levels.

St. Lawrence, extra granulated 10 16
Atlantic, extra granulated 10 16
Acadia Sugar Refinery, extra granulated. 10 16
Can. Sugar Refinery, extra granulated. 10 16
Dom. Sugar Refinery, extra granulated. 10 16
Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis; 50-lb. sacks, 10c; barrels, 5c; gunnies, 5/20s, 25c; gunnies, 10/10s, 40c; cartons, 20/5s, 45c; cartons, 50/2s, 55c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c; barrels, No. 1, 35c; No. 2, 45c; No. 3, 55c.
Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 70c. Yellows same as above.

Molasses and Syrups Have Little Inquiry

Toronto.
MOLASSES, SYRUPS.—There is very little demand at this season for molasses and syrups. The movement is always very slow in these commodities in the summer months. Prices show no change as compared with last week.

Corn Syrups—		
Barrels, about 700 lbs., yellow, per lb.		\$0 07½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	5 65	
Cases, 6-lb. tins, white, 1 doz. in case	6 25	
Cases, 10-lb. tins, white, ½ doz. in case	5 95	
Cases, 2-lb. tins, yellow, 2 doz. in case	5 15	
Cases, 6-lb. tins, yellow, 1 doz. in case	5 55	
Cases, 10-lb. tins, yellow, ½ doz. in case	5 45	
Cane Syrups—		
Barrels and half barrels, lb.	0 08	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, 2 doz. in case	7 00	
Molasses—		
Fancy, Barbadoes, barrels	1 10	1 15
Choice Barbadoes, barrels		1 00
West India, bbls., gal.		0 44
West India, No. 18, kegs		6 50
West India, No. 5, kegs		3 25
Tins, 2-lb., table grade, case 2 doz., Barbadoes		4 90
Tins, 3-lb. table grade, case 2 doz., Barbadoes		6 75
Tins, 5-lb., 1 doz. to case, Barbadoes		5 30
Tins, 10-lb., ½ doz. to case, Barbadoes		5 20
Tins, No. 2, baking grade, case 2 doz.	3 50	4 00
Tins, No. 3, baking grade, case or 2 doz.	4 70	6 50
Tins, No. 5, baking grade, case of 1 doz.	3 75	6 20
Tins, No. 10, baking grade, case of ½ doz.	3 60	6 00
West Indies, 1½s, 48s	4 60	6 95

Package Goods Selling Well

Toronto.
PACKAGE GOODS.—There is a very active inquiry for all package goods. The market for rolled oats is very firm, as well as for corn flakes and shredded wheat. Practically all breakfast foods are selling well at the present time.

PACKAGE GOODS		
Rolled Oats, 20s round, case	5 60	\$5 60
Do., Do., 20s square, case	5 10	5 60
Do., Do., 36s, case		4 00
Do., Do., 18s, case		2 00
Corn Flakes, 36s case	3 60	4 25
Shredded Wheat, 36s, regular, case		4 50
Porridge Wheat, 36s, regular, case		6 00
Do., Do., 20s, family, case		5 80

QUOTATIONS ON RICE TWO CENTS HIGHER

As announced in CANADIAN GROCER a couple of weeks ago, quotations on rices are likely to see sharp advances. Dealers' prices are fully two cents higher, as compared with a week ago, with the exception of Siam rices. Tapioca and sago are also quoted from a cent to a cent and a half higher. There are practically no good rices on the market at the present time, and the likelihood of getting any is rather remote. Most of the Japanese rices are going to Great Britain, and supplies of American rices have been pretty well taken care of. Stocks among Toronto dealers are rather light, and the increasing difficulty in securing fresh supplies renders the future of the rice market as likely to be very strong.

Cooker Package Peas, 36s, case	3 60	
West Indies, 1½s, 48s	4 60	6 95
Cornstarch, No. 1, lb. cartons	0 11	0 11½
Do., No. 2, lb. cartons		0 09¾
Canada Laundry Starch		0 09½
Laundry Starch, in 1-lb. cartons		0 11½
Do., Do., in 6-lb. tin canisters		0 12¾
Do., Do., in 6-lb. wood boxes		0 12¾
Potato Flour, in 1-lb. pkgs.	0 16	
Fine oatmeal, 20s	5 60	
Cornmeal, 24s	3 65	
Farina, 24s	2 35	
Barley, 24s	2 35	
Pettijohn Breakfast Food, 18s	2 85	

Sharp Upward Trend in Rices

Toronto.
RICES.—The upward trend in rices continues with little indication of lower levels for some time to come. It is practically impossible to buy rices just now, and stocks are pretty well depleted. With the exception of Siams, rices show advances of two cents per pound in comparison with a week ago. Japan rices are largely going to Europe. Tapioca and sago are also higher, and in

less than sack lots, are selling at 13½ cents, and in sack lots at 13 cents. The situation is very firm, and is likely to remain so for some time to come.

Texas, fancy, per 100 lbs.	15 50	16 50
Blue Rose, Texas, per 100 lbs.	15 00	16 00
Honduras, fancy, per 100 lbs.	15 00	15 50
Siam, fancy, per 100 lbs.	10 50	12 00
Siam, second, per 100 lbs.	12 00	12 50
Japans, fancy, per 100 lbs.	14 00	15 50
Do., seconds, per 100 lbs.	13 00	14 00
Chinese XX, per 100 lbs.		14 00
Do., Simiu	15 00	16 00
Do., Mujin, No. 1		13 50
Do., Pakling		12 00
White Sago	0 13	0 13½
Tapioca, per lb.	0 13	0 13½

Quotations on Nuts Pointing Higher

Toronto.
NUTS.—No changes are reported in the market for nuts this week. Indications point to high prices on fall deliveries, and prices are very firm on both the unshelled and the shelled nuts. There is an active inquiry for shelled nuts at this time, but as is usual in the summer there is not much moving in the unshelled kind.

Almonds, Tarragonas, lb.	0 28	0 32
Butternuts, Canadian, lb.		0 08
Walnuts, California, lb.	0 40	0 42
Walnuts, Grenobles, lb.	0 34	0 35
Walnuts, Bordeaux, lb.	0 28	0 30
Filberts, lb.	0 23	0 24
Pecans, lb.		0 30
Cocoanuts, Jamaica, sack		10 00
Peanuts, Jumbo, roasted	0 18	0 19
Brazil nuts, lb.	0 21	0 22
Shelled—		
Almonds, lb.	0 55	0 58
Filberts, lb.	0 44	0 46
Walnuts, lb.	0 80	0 85
Peanuts, Spanish, lb.		0 19
Do., Chinese, 30-32 to oz.	0 14	0 15
Brazil nuts, lb.	0 78	0 80

Coffee Advances to New Levels

Toronto.
COFFEES.—The coffee market continues to show very pronounced advances. Prices at Brazil have advanced so rapidly that in New York the Coffee Exchange has limited the advance to 1½ cents per day. In the last few days the coffee market has gained from four to five cents. Practically all Canadian importing houses have withdrawn from the market until conditions become more settled. In fact some of the Toronto houses are not quoting their coffees.

Java, Private Estate	\$....	\$0 50
Java, Old Government, lb.		0 50
Bogotas, lb.	0 47	0 48
Guatemala, lb.	0 46	0 48
Mexican	0 46	0 47
Maracaibo, lb.	0 41	0 44
Jamaica, lb.	0 39	0 43
Blue Mountain Jamaica		0 49
Mocha, Arabian, lb.		0 48
Rio, lb.		0 33
Santos, Bourbon, lb.	0 42	0 44
Santos, Bourbon, lb.	0 41	0 44
Ceylon, Plantation, lb.		0 44
Chicory, lb.	0 30	0 32
Cocoa—		
Pure, lb.	0 26	0 28
Sweet, lb.		0 22

New Teas Will Show Higher Quotations

Toronto.
TEAS.—The tendency in teas continues towards higher levels. Cables this week intimate that the rate of exchange on Ceylon is likely to go higher. The primary markets are changing all the time, and quotations on teas of quality are likely to be high. Stocks

among Toronto dealers are getting pretty well depleted. No changes are reported in the prices of teas on spot, but new buying will show advanced figures.

Pekoe Souchongs	0 45	0 48
Pekoes	0 48	0 55
Broken Pekoes	0 55	0 58
Orange Pekoes	0 55	0 60
Broken Orange Pekoes	0 60	0 62
Javas—		
Second pickings	0 48	0 50
Broken Pekoes	0 40	0 45
Japans and Chinas—		
Hyson Thirds, lb.	0 45	
Early pickings, Japans.	0 53	0 55
Do., Seconds	0 50	0 55
Do., sifted	0 60	0 65

Spice Quotations

Steady and Strong

Toronto.

SPICES.—No change is reported in the market for spices this week, prices being steady and strong. The tendency is again towards higher levels. Any new buying at New York will be at higher prices, as the position of the primary markets is very strong. New purchases of spices, dealers state, will be higher than present spot prices at Toronto.

Allspice	0 19	0 21
Cassia	0 30	0 40
Cinnamon	0 35	0 50
Cayenne	0 26	0 35
Ginger	0 28	0 35
Ginger	0 30	0 35
Herbs — sage, thyme, parsley,		
mint, savory, Marjoram	0 40	0 70
Pastry	0 32	0 38
Pickling spices	0 22	0 26
Wace	0 90	1 10
Peppers, black	0 38	0 43
Peppers, white	0 45	0 53
Paprika, lb.	0 60	0 70
Nutmegs, selecta, whole, 100s.	0 45	0 50
Do., 80s		0 55
Do., 64s	0 60	0 65
Mustard seed, whole	0 35	0 40
Onion seed, whole	0 75	0 75
Coriander, whole	0 25	0 30
Caraway seed, whole	0 55	0 60
Tumeric	0 24	0 27
Cream of Tartar—		
French, pure	0 75	0 80
American high test		
2-oz. packages, doz.		1 75
4-oz. packages, doz.		3 00
8 oz. tins, doz.		6 00

Trade Quiet in

Honey and Maple Syrup

Toronto.

HONEY, MAPLE SYRUP.—The market for honey and maple syrup is very quiet at the present time, and quotations continue unchanged. Demand for these articles is not heavy from the grocery trade just now.

Honey—		
Clover—		
5-lb. tins	0 24	
2½-lb. tins	0 26	
10-lb. tins	0 25	
60-lb. tins	0 24	
Buckwheat, 60-lb. tins, lb.	0 18	
Comb. No. 1, fancy, doz.	3 75	4 25
Do. No. 2, doz.	3 00	
Maple Syrup—		
¾-lb. tins, 10 to case, case.	17 00	
Wine qt. tins, 24 to case, case.	16 00	
Wine ½ gal. tins, 12 to case, case.	15 00	
Wine 1 gal. tins, 6 to case, case.	14 00	
Imperial 5 gal. cans, 1 to case, case.	14 00	
Maple Sugar—		
50 1-lb. blocks to case, lb.	0 29	

Salmon is in

Heavy Demand

Toronto.

CANNED GOODS.—There is a very heavy demand for canned salmon since the advent of warm weather, and the best brands are being cleaned up rapidly.

Some advances are named this week on Cohoes, in half pound tins, at from \$1.85 to \$2.10, and in pound tins at from \$3.75 to \$3.90. Red spring salmon had advanced in the past week to from \$4.25 to \$4.50. In canned vegetables, too, a jump in quotations is recorded this week. Tomatoes in 2½s are selling at from \$2.15 to \$2.25. Standard peas are now quoted at \$1.60, early Junes up to \$1.75, and sweet wrinkle peas at \$1.97½. American corn is selling at from \$2.10 to \$2.25, and canned pumpkins at from \$1.15 to \$1.25. Quotations are being made on canned strawberries of the new crop at \$5. The likelihood is that the pack will be a very light one, and prices being paid by the canners are high, there being keen competition among them for the available supplies.

Salmon—		
Sockeye, 1s, doz.	4 50	4 75
Sockeye, ½s, doz.		2 95
Alaska reds, 1s, doz.	4 25	4 50
Chums, 1-lb. tins	2 35	2 60
Do., ½s, doz.	1 35	1 45
Pinkie, 1-lb. tins	2 25	2 60
Do., ½s, doz.	1 35	1 50
Cohoes, ½-lb. tins	1 85	2 10
Cohoes, 1-lb. tins	3 75	3 90
Red Springs, 1-lb. tins	4 25	4 50
White Springs, 1s, dozen	2 30	2 35
Lobsters, ½-lb., doz.	3 75	4 50
Whale Steak, 1s flat, doz.	1 75	1 90
Pilchards, 1-lb. tins, doz.	2 15	2 25
Canned Vegetables—		
Beets, 2s.	1 90	2 00
Tomatoes, 2½s		2 15
Peas, standard		1 60
Peas, early June		1 75
Sweet Wrinkle		1 97½
Beans, golden wax, doz.	2 00	2 10
Asparagus tips, doz.	3 42½	3 45
Asparagus butts	2 00	2 09½
Canadian corn	2 25	2 45
Corn, American, 2s, doz.	2 10	2 25
Pumpkins, 2½s	1 15	1 25
Spinach, 2s, doz.		1 90
Do., 2½s, doz.	2 52½	2 80
Do., 10s, doz.		10 00
Peas, early June	1 65	1 70
Sweetash, 2s, doz.	2 30	2 35
Pineapples, sliced, 2s, doz.	3 50	4 00
Do., shredded, 2s, doz.	3 00	3 02½
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	2 67½
Do., standard, 10s, doz.	4 50	4 59½
Apples, gals., dozen		6 00
Peaches, 2s	2 87½	2 91½
Pears, 2s	2 85	2 91½
Plums, Lombard, 2s		1 90
Plums, Green Gage	2 17½	2 21½
Raspberries, 2s, H.S.		4 00
Strawberries, 2s, H.S.		5 00
Blueberries, 2s	2 10	2 35
Preserved Fruits, Pint Sealers—		
Peaches, pint sealers, doz.	3 40	3 45
Fams—		
Apricot, 4s, each		0 84
Black currants, 16 oz., doz.		4 00
Do., 4s, each	0 98	1 10
Cranberry, 4s, each		0 84
Peach, 4s, each		0 92
Red currants, 16 oz., doz.		3 45
Raspberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 02	1 05
Strawberries, 16 oz., doz.	3 90	4 35
Do., 4s, each	1 08	1 15

Few Dried Fruits

Are Available

Toronto.

DRIED FRUITS.—The dried fruits now available are very few, and prices on the same are very strong. Of course there is not a very great demand for them just now as people are largely buying the new fruits as they come on the market. There are still some evaporated apples available at from 23 to 24 cents per pound. Prunes in 30 to 40s are selling at 35 cents per pound, and in 70-80s at 20 cents. Quotations on raisins are all very firm, the seeded, 15 oz. packets selling at 16 cents; Thompson's

seedless in bulk at 20 cents, and the 16 oz. packets at 19½ cents. Prices of currants, too, are very strong at last week's advance on Grecian currants.

Apples, evaporated, Ontario	0 22	0 23
Apricots, unpitted		0 16½
Do., fancy, 25s		0 30
Do., choice, 25s	0 23	0 30
Do., standard, 25s	0 22½	0 35
Candied Peels, American—		
Lemon	0 38	0 43½
Orange		0 45½
Citron	0 47	
Currants—		
Grecian, per lb.	0 25	0 26
Australians, 3 Crown, lb.	0 20	0 21
Cherries, 2s	2 75	2 90
Dates—		
Excelsior, pkgs., 3 doz. in case		7 00
Dromedary, 3 doz. in case		8 00
Figs—		
Taps, lb.		
Malagas, lb.		
Comadre figs, mata, lb.	0 14	0 15
Cal., 4 oz. pkgs., 70s, case		5 00
Cal., 8 oz., 20s, case		3 25
Cal., 10 oz., 12s, case		2 25
Prunes—		
30-40s, pe rib.	0 25	0 35
40-50s, per lb.		0 30
50-60s, per lb.	0 22	0 24
60-70s, per lb.		0 22
70-80s, per lb.	0 19	0 20
80-90s, per lb.	0 16½	0 17
90-100s, per lb.		0 14½
100-120s, per lb.	0 11	0 11½
Peaches—		
Standard, 25-lb. box, peeled		0 30
Choice, 25-lb. box, peeled		0 23
Fancy, 25-lb. boxes		0 24
Practically peeled, 25-lb. boxes		0 23½
Extra choice, 25-lb. box, peeled		0 26
Raisins—		
California bleached, lb.	0 17	0 18
Extra Fancy sulphur bleached, 25s		0 17
Seedless, 15-oz. packets		0 19
Seeded, fancy, 1-lb. packets	0 14½	0 15
Seeded, 15 oz. packets	0 15	0 16
Seedless, Thompson's, bulk		0 20
Seedless, 16-oz. packets		0 19½
Do., Bakers, Thompson's, 50s		0 18
Crown Muscatels, 25s		0 17

White Corn Flour

Shows an Advance

Toronto.

CEREALS.—Owing to the strength of the corn market, quotations on white corn flour have advanced to \$5 for 98s. Oatmeal in 98s is also higher, selling at \$4.75. Other prices are unchanged as compared with a week ago.

	Single	Bag	Lots
	F.o.b. Toronto		
Barley, pearl, 98s	5 50	6 00	
Barley, pot, 98s	4 25	4 50	
Barley Flour, 98s		4 50	
Buckwheat Flour, 98s	7 25	8 00	
Cornmeal, Golden, 98s	5 50	5 85	
Do., fancy yellow, 98s	5 25	5 50	
Corn Flour, white, 98s	4 60	5 00	
Do., Government standard, 98s		4 25	
Hominy grits, 98s		5 25	
Hominy, pearl, 98s	5 00	5 25	
Oatmeal, 98s		4 75	
Oat Flour		4 50	
Rolled Oats, 90s	4 40	4 50	
Rolled Wheat, 100-lb. bbl.	6 50	7 00	
Breakfast Food No.1.		6 15	
Do. No. 2		6 15	
Rice Flour, per 100 lbs.		8 00	
Linseed Meal, 98s		6 75	
Rye Flour, 98s	6 50	7 25	
Peas, split, 98s		6 20	
Blue peas, lb.		0 10	

Above prices give range of quotations to the retail trade.

Prices Are Higher

on Canadian Beans

Toronto.

BEANS.—Strength in the market for beans is one of the features of the Ontario market this week. Hand-picked beans have been pretty well cleaned up, and as a result of scant supplies, prices have advanced to new levels, selling at from \$4.75 to \$5 per bushel. The Ontario 1 lb. to 2 lb. pickers are quoted at

\$4.50 per bushel. There are some Rangoons moving at \$3 per bushel, and Limas are slightly firmer at 12½ cents per pound.

Ontario, 1-lb. to 2 lb. pickers, bu.	\$4 25	\$4 50
Do., hand-picked	4 50	4 75
Japanese Kotosashi, per bush.		4 50
Rangoons, per bushel		3 00
Limas, per lb.		0 12½

Can. Strawberries Arriving Freely

Toronto.

FRUITS.—California fruits are arriving in more abundance these days, and quotations are slightly easier as compared with last week. Canadian strawberries are coming to the market freely, and quotations show in some instances a wide variance. Some are selling as low as 20 cents a box, but the price is more general around 23 cents. This week and next is likely to see the strawberry season at its height. California apricots, plums and cherries are in good supply just now. Apricots in four-basket crates are selling at from \$3 to \$3.25, and plums from \$3.50 to \$4. Cherries are selling around \$5. Watermelons are quoted at from \$1.25 to \$1.50, and cantaloupes in standards are selling at \$6.

Bananas, per lb.	0 08
Grapefruit—	
California, seedless, 64s	5 00
Do., 48s	5 50
Do., 80s	6 50
Valencias—	
100s, 126s, 150s, 176s, 200s,	
216s, 250s	6 25
288s, 324s	5 50
Lemons, Cal., 270s, 300s, case	8 50
Strawberries, quarts	0 22
Rhubarb, doz.	0 20
Cherries, Cal., box 8 lbs.	4 06
Watermelons	1 25
Georgia peaches, 6 basket crates,	
per crate	4 50
Flats (12 to 15)	3 50
Cantaloupes, Cal., 45s, standards	6 00
Apricots, Cal., per case	3 00
Plums, Cal., per case	3 50
Peaches, Cal., per case	3 50

New Potatoes Are Again Easier

Toronto.

VEGETABLES.—New potatoes are selling much more freely than the old kind. They are easier again this week, selling at \$8 per barrel. Old Ontario's are bringing only \$1.50 per bag. Canadian asparagus is pretty well cleaned up now. In two dozen bunch lots, it is selling at \$1.50. New beets are quoted at \$2.50 per hamper, and new carrots at \$3. New cabbage is selling lower at \$4 per crate. Radishes are selling at 30 cents per dozen. California onions in 100 pound bags are quoted at \$9. Carolina cucumbers are selling at \$4 per hamper, and wax beans at \$4. Green beans are bringing \$3.75.

Can. Asparagus, 2 doz. bunches	1 50
New Beets, per hamper	2 50
Cabbage, per crate	4 00
New Carrots, per hamper	3 00
Radishes, per dozen	0 30
Can. Lettuce, head, Boston, 2 doz.	
case	1 00
Do., leaf, doz.	0 32
Onions—	
Green onions, doz.	0 60
Cal. Onions, 100 lb. bags, yellow	
stock, per bag	9 00
Texas onions, crate	4 50
Parsley, per basket	1 00
Peppers, green, doz.	1 00
Wax beans, per hamper	4 00
Green beans, hamper	3 75

Cucumbers, Carolinas	5 00
New Potatoes, Virginia	8 00
Turnips, hamper	2 75
Potatoes, Ontario, bag	1 50
Spinach, box	2 00
Tomatoes—	
Texas, per crate, flats	2 75
Mississippi, per crate, flats	2 25

Shorts Sell Well But Bran is Slow

Toronto.

MILLFEEDS.—There is an active inquiry for shorts these days, but bran is practically a drug on the market. Prices on bran and shorts are unchanged, the former selling at \$42 per ton, and the latter at \$44.

	In carlots, track
Bran, per ton	42 00
Shorts, per ton	44 00

Flour is Active at Steady Prices

Toronto.

FLOUR.—There is a very active demand for flour at steady prices. Supplies appear to be ample for all requirements just now, but some of the milling companies are of the opinion that before the new crop is ready there may be a shortage.

Flour—

Government standard, 74 per cent, extraction.	
Ontario winter wheat flour, in carload	
shipments, on track, in cotton	
bags	11 15
In jute bags	11 00

WINNIPEG MARKETS

WINNIPEG, June 21—There is a general firmness in the feeling toward very many products noted this week and new advances are quite probable.

Upward Trend In Rice Market

Winnipeg.

RICE.—The market for Siam rice is very firm following recent advances. This line is apparently a good buy at present prices:

Siam, 100-lb. bags, finest	per lb. 9¼c
Siam, 50-lb.	per lb. 9¾c

Upward Trend in Coffee Market

Winnipeg.

COFFEE.—The situation in coffee on the local market is very unsettled owing to the strike situation and the fact that little outside trading is being done. The tendency is still upward, however, and it was recently stated that coffee was selling lower in Winnipeg to retailers than jobbers could replace their stocks for. This situation will change rapidly as the strike situation becomes cleared up.

Canned Goods Are Very Firm

Winnipeg.

CANNED GOODS.—There is a heavy demand for all lines and the market is very firm. As outlined last week, there are increasing indications of higher prices on tomatoes. Opening prices on new pack canned goods have not been named yet in each case, but these are expected to be no lower than those for the last pack owing to the high cost of labor and the fact that growers are getting good prices for the crop.

BRITISH COLUMBIA MARKETS

Rices Advance; Sago Also

Vancouver.

RICE.—There has been a marked improvement in the demand for rice. Heavy

Dried Fruits Very Scarce

Winnipeg.

DRIED FRUITS.—All lines of California dried fruits are very scarce and difficult to procure. There is no change in prospects as outlined previously in regard to the high prices which will prevail for new crop fruits. Prevailing prices for available fruits are as follows:

Apricots—

Choice, 25-lb. boxes, per lb.	0 28
Choice, 10-lb. boxes, per lb.	0 29½
Standard, 25-lb. boxes, per lb.	0 26
Standard, 10-lb. boxes, per lb.	0 27½

Logan Berries, 48 x 8 oz packages, per package

	0 36
Peaches—	
Choice, Peeled, 25-lb. boxes, lb.	0 23
Choice, 50-lb. boxes, lb.	0 22½

New Jams To Be Higher

Winnipeg.

JAMS.—From present indications growers will get for their crops prices at least equal to those paid last year. With cost of labor equally high, it is difficult to see where there will be any reduction in the prices named on the new crop fruit. Some local jobbers are of the opinion that with an unlimited market new jams will be considerably higher in price.

Sugar Market May Advance

Winnipeg.

SUGAR.—The local market is very firm, and some jobbers are of the opinion that an advance in price might follow the present heavy demand.

export orders are plentiful and local demand is good and prices have advanced sharply.

Rice, Japan, No. 1, per ton	250 00
Do., Do., No. 2, per ton	

(Continued on page 59.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., June 24.—Rolled oats have advanced twenty-five cents and further advances appear likely. Fels Naptha soap advanced thirty cents; small Ivory and P and G Naptha, twenty-five cents. Crisco jumped dollar fifty to-day. Number one Japan rice quoted thirteen to fifteen cents; Siam eight fifty to nine. Lobster halves are now five twenty-five dozen. Gallon apples, three fifty. Number one creamery butter, fifty three to fifty-five. A few tomatoes, twos offering at three thirty case. Lemons, eight fifty. Oranges, seven. Grapefruit, seven fifty. B. C. strawberries, five dollars. Two cars of canteloupes arrived to-day and are selling at seven fifty crate for forty-fives.

Beans, Limas	0 12	0 15
Beans, B.C.	7 00	7 50
Flour, 98s, per bbl.	10 50	
Rolled oats, 80s	3 50	3 60
Rice, Siam, cwt.	8 50	9 00
Rice, China mat., No. 1	4 80	
Do., No. 2	3 95	
Japan, No. 1	0 13	0 15
Tapioca, lb.	0 11	0 12½
Sago, lb.	0 11	0 12½
Sugar, pure cane, granulated, cwt.	11 02	
Cheese, No. 1, Ontario, large	0 35	0 36½
Butter, creamery, lb.	0 55	0 59
Do., dairy, lb.	0 45	0 40
Lard, pure, 3s, per case	22 80	
Eggs, new-laid, local	12 60	
Tomatoes, 2½s, stand. case	3 60	4 25
Corn, 2s, case	4 80	5 00
Peas, 2s, standard case	3 40	3 50
Spinach, Cal., new pack.		5 60
Apples, gals., Ontario, case		3 50
Strawberries, 2s, Ontario, case	8 10	8 75
Raspberries, 2s, Ontario, case	8 40	9 00
Cherries, 2s, red, pitted		6 40
Apples, evaporated		0 22
Do., 25s, lb.		0 23
Apricots, evaporated, lb.	0 26	0 29
Peaches, evaporated, lb.		0 23
Prunes, 90-100s	0 18	0 20
Do., 40-50s	0 26	0 27
Do., 60-70s		0 22
Lobsters, quarters	2 75	3 00
Salmon, pin, tall, case	9 00	10 25
Salmon, Sockeye, tall, case		
Do., halves	18 00	19 00
Potatoes, per ton	30 00	32 00
Oranges, Valencia		7 00
Lemons, case		8 50
Grapefruit, California		7 50
Strawberries, Hood River, crate		7 00
Cantaloupes, crate 45s		7 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., June 24.—Eggs are considerably lower this week. Fresh are quoted 48c; case, 43 to 45c. Tub

butter is also easier and is selling 41 to 43c. Ordinary cornmeal has advanced to \$4.25. Lard is higher, 33½ to 34c. Potatoes are quoted \$3 to \$3.75. A drop is expected, however, as considerable quantities are offering with little time to dispose of them Crisco made another jump of \$1.50 case this week, now \$14.40. No apples of any variety are on market.

Flour, No. 1 patents, bbls., Man.	12 54	
Cornmeal, gran., bags	6 15	6 25
Cornmeal, ordinary, bags	4 10	4 25
Rice, Siam, per 100	9 75	10 00
Molasses	0 88	0 89
Standard, granulated	10 05	
No. 1, yellow	9 55	
Cheese, New Brunswick	0 33	0 33½
Cheese, Ont., twins	0 32	0 32½
Eggs, fresh, doz.		0 48
Eggs, case	0 43	0 45
Breakfast bacon	0 42	0 46
Butter, creamery, per lb.	0 46	0 49
Butter, dairy, per lb.	0 43	0 45
Butter, tub	0 41	0 43
Margarine	0 33	0 35
Lard, pure, lb.	0 38	0 39½
Lard, compound	0 32½	0 32½
American clear pork	0 60	0 65
Beef, corned, 1s	4 55	4 90
Tomatoes, 3s, standard, case		4 00
Raspberries, 2s, Ont., case		8 80
Peaches, 2s, standard case		6 20
Corn, 2s, standard case		4 70
Peas, standard case	3 20	3 30
Apples, gal., N.B., doz.		4 00
Strawberries, 2s, Ont., case		8 20
Salmon, Red, spring, cases		
Pinks	11 00	11 50
Cohoos	14 50	15 00
Chums		8 50
Evaporated apples, per lb.	0 20½	0 21
Peaches, per lb.		
Potatoes—		
Natives, per bbl.	4 00	4 25
Onions, Can., bag		6 00
Do., Bermudas, per crate		8 00
Lemons, Cal.	7 50	8 00
Oranges, Cal., case	6 00	7 00
Grapefruit, Cal., case	7 00	7 50
Bananas, per lb.	0 08½	0 09

BRITISH COLUMBIA MARKETS

(Continued from page 58)

Do., China, No. 1, per 40 mats	250 00
Do., Do., No. 2, per 40 mats	200 00
Do., California	210 00
Tapioca, 140s	
Sago, 140s	0 13

Sugar Plentiful; Prices Unchanged

Vancouver.

SUGAR.—There has been no change in sugar price of late and stocks appear adequate to meet the demands.

Tea Firmer; Advances Noted

Vancouver.

TEAS.—There is a firmer feeling noted in teas, and advances are noted in almost every grade. Japans especially have shown a marked advance; being quoted thirty to fifty per cent. higher.

Tea, Ceylon —		
Pekoe	0 31	0 38
Broken Pekoe, chests, lb.		0 42
Do., Orange Pekoe, chests, lb.	0 48	0 51
Less than chests, one cent per pound more.		
Tea, Java—		
Broken Pekoe	0 37	0 43
Broken Orange Pekoe	0 50	0 55
Tea Indian—		
Pekoe	0 39	0 43
Broken Orange Pekoe	0 44	0 52

Cocoanut Prices Again Advance

Vancouver.

COCOANUT.—There is a brisk demand for cocoanut, and further advances have been recorded. Thread cocoanut is now selling at 30 31.

Canned Goods in Demand; Some Higher Prices

Vancouver.

CANNED GOODS.—There is a fairly brisk demand for all grades of canned goods, and some advances have been noted, peas, corn and pumpkin all reaching higher figures. California peaches advanced a dollar.

Canned tomatoes, 2½s, doz.	2 00
Do., peas, standard 2s, doz.	1 77½
Do., early June, 2s, doz.	1 92½
Do., corn, 2s, doz.	2 47
Do., beans, green, doz.	2 25
Do., Do., yellow	2 25
Do., raspberries, 2s, doz.	4 10
Do., strawberries, 2s, doz.	4 25
Do., peaches, 2½s, doz.	3 50
Do., plums, 2s, doz.	2 10
Do., pineapple, 2s, doz.	3 25
Do., pumpkin, 2½s, doz.	1 50
Do., salmon, sockeye, 1s, tall, per case	17 50
Do., cohoos	14 00
Do., pinks	9 50
Do., chums	9 50
Do., pilchards	7 50

New Molasses Arrive; Price Unchanged

Vancouver.

MOLASSES.—New crop New Orleans molasses is arriving on the market, and it quoted as follows:

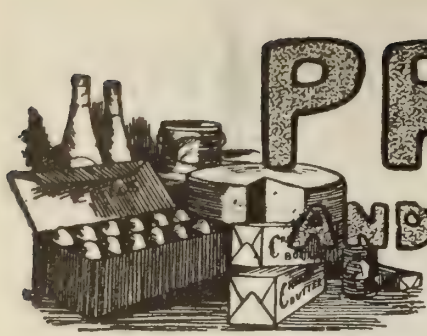
Molasses—		
36, 1½s, per case	\$4 25	
24, 2½s, per case	4 50	
12, 5s, per case	4 25	
6, 10s, per case	4 25	

B.C. Strawberries and Gooseberries Arrive

Vancouver.

FRUITS AND VEGETABLES.—Local gooseberries are arriving on the market and are selling 13c a quart. Strawberries are quoted at \$3.25 a crate.

Apples—		
Winesaps (box)	5 00	6 00
Newton Pippins	5 00	6 50
Oranges, Cal., aver.		6 50
Strawberries, crate		3 25
Cucumbers, B.C., per doz.	1 25	2 00
Tomatoes (hothouse), 20, crate		
No. 1	6 00	7 00



PRODUCE AND PROVISIONS

Packers Believe Montreal Strike Brief

Situation Less Serious Than First Appearance Indicates—Only About Two Hundred Men Affected

FOLLOWING in the wake of other labor disorders throughout Canada, the strike of the packers of several Montreal packing houses, came unwanted, but not altogether unexpected. There has been some disaffection among the men, and they apparently have been persuaded to walk out now by some of the leaders who have agitated for long enough. For, enquiry elicits the information that they have been assured of fair treatment based on the settlement that would be made with other packers elsewhere in Canada, where grievances have been the subject of consideration and of arbitration.

CANADIAN GROCER, in speaking with the Montreal packers, secured the opinions of two or three of the abattoir men, and whose striking employees, it is said, number about 800 men.

S. G. Matthews, of the Matthews-Blackwell Co., expressed himself hopefully to CANADIAN GROCER. Mr. Matthews admitted that there was some difficulty, and that the men had walked out, but he believed that an understanding would be arrived at.

"Six weeks ago, when the labor troubles started," said Mr. Matthews, "we told our employees that we would be glad to show them the same consideration as that decided upon and extended to the men working in the packing plants elsewhere. This seemed to be quite satisfactory and we had no trouble. And, as far as we can see, this is not a sympathetic strike."

Mr. Matthews seemed hopeful of the outlook and believed that the immediate cause of the strike might be traced to a little friction between some of the officers representing the men.

Daniel Brogan, manager of the Montreal Abattoir Co., expressed a favorable view of the situation as far as his company was concerned.

The men are not very dissatisfied, in the opinion of Mr. Brogan. "It would not take a great deal to bring them back," he said. "They do not appear to know definitely just what they want."

"Will the strike affect you seriously?" was asked.

"No, we will not be affected for a week, or even for two weeks, if it should last that long. We, however, hope for an early settlement," concluded Mr. Brogan.

Other abattoir men were not available when CANADIAN GROCER called. The contention of the men is that they must have shorter hours and more pay, the gist of their demands being as follows:

The striking packers demand: A 48 hour week instead of 60 hours as at present; same wage return for working 48 hours as under the 60 hour schedule, and an increase all around of six cents an hour, making a wage of sixty-eight and one half cents an hour for butchers and forty-seven and three-quarter cents an hour for laborers.

Packers were sure that they will be able to take care of business quite regularly, as expressed to CANADIAN GROCER.

Latest advices report a much improved condition, there being about 200 men out early this week.

What Will British Pay for Butter

Indications Are That Former Satisfactory Price Will Not Prevail and That Export Trade Must be Encouraged by Lower Figure

NOW that the British Government has renewed its arrangement with regard to the purchase of Canadian butter as required during the present season, much interest centres around what it will pay for the same.

For some time the British market has been fairly well supplied, and, in any case, the available storage capacity there has been well filled with butter. This has made a changed situation with regard to export from Canada in the immediate past few weeks and with a better supply in the United Kingdom than for a long while, it is time to ask: "Will the high prices continue to be paid?"

New Zealand butter supply has been contracted for by the British authorities, and of course this will be some factor, undoubtedly, in determining the price which will be paid for such Canadian-made butter as may from time to time during 1919 be required. It is quite possible that more butter may and will be produced in England.

Then the production of butter is heavy in the United States. Creamery grade is, to-day, selling for around 48 and 49 cents in Chicago, and comparing this with the Canadian average prices, there is quite a wide difference. Considering that, from these several sources, and particularly under the very favorable pasturage conditions obtaining in Cana-

dian producing points, and also in view of the fact that retail prices are said to be such in Great Britain as to in no way provide for purchases being made here at ruling prices, it is fair to assume that quotations on creamery stock will be lower. "I believe that they ought to be below 50c," said a large produce buyer to CANADIAN GROCER a few days ago.

It will be of great interest to learn what is paid for the first butter bought for British Government account, and this will doubtless largely determine the immediate future price basis to obtain in the country.

It would seem that there will continue to be the same trouble as has existed for a long time in the matter of securing a required amount of shipping for butter. This has to be refrigerated space, of course, and an inadequate amount of it has been reported right along. There seems to be many ships sailing weekly from United States ports,—ships of British register, but from Montreal the sailings are less frequent, it is said, than desirable to take care of exportable surplus of butter, as well as of other commodities. An increasing tonnage of suitable shipping would be most welcome. When this is available, buying prices will be given out for butter, probably not much sooner.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 24—Among the price changes of the week are those of an advance for live and dressed hogs and a firming of the undertone on fresh beef prices. Smoked hams and bacon are also higher, while increases have been made for cooked meats. Shortening is up one cent. Butter advanced one cent for the creamery grade. Number two eggs are lower. Gaspé salmon is much higher, owing to scarcity, and lobsters also advanced. There is a plentiful supply of whitefish and in a general way the supply of fresh lake fish from both Eastern and Western sources is better. The trade conditions are reported satisfactory.

Generally Higher Are Livestock Prices

Montreal.

FRESH MEAT.—In accordance with the tendencies in other Canadian markets, hog quotations have stiffened here and the price for choice hogs runs about 50c per cwt. above that of last week, \$22 to \$22.50 being quoted. There is rather an unsettled condition in the market and demand is certainly slow for pork, although that for fresh beef is fairly good. Price basis for beef, too, is firmer, and advances are anticipated. Dressed hogs and various cuts are advanced in price.

Hogs, live	22 00	22 50
Hogs, Dressed—		
Abattoir killed, small, 65-90 lbs.	32 00	
Sows (heavy)	24 50	25 00
Fresh Pork—		
Leg of pork (trimmed)	0 40½	
Loins (trimmed)	0 44	
Loins (untrimmed)	0 41	
Spare ribs	0 25	
Trimmed shoulders	0 29	0 30
Fresh Beef—		
(Cows)		
\$0 29 \$0 32 ..Hind quarters..	\$0 26	0 28
0 17 0 20 ..Front quarters..	0 17	0 20
.... 0 42 Loins	0 32	0 34
0 26 0 30 Ribs	0 26	0 28
0 17 0 18 Chucks	0 16	
.... 0 30 Hips	0 25	0 26
Calves (as per grade)	0 20	0 25
Lambs, 30-40 lbs. (whole carcass),		
lb.	0 40	
No. 1 Mutton (whole carcass), lb.	0 25	

Smoked Hams Up; Bacon is Higher

Montreal.

CURED MEATS.—This market is quite active and there has been a large outgo of smoked hams. These have advanced in price, and the increase is in accordance with the higher hog market. Bacon is in demand from the British buyers and the best grades are going forward to meet this trade. Prices are firmer and advances of from one to two cents per lb. are made. There is an active trade locally, too.

Hams —		
Medium, smoked, per lb.—		
(Weights), 12-14 lbs.	0 41	
14-20 lbs.	0 40½	
20-25 lbs.	0 40	
25-35 lbs.	0 37	
Backs—		
Plain	0 48	
Breakfast, per lb. (as to qual.)	0 46	0 56
Rolls, per lb.	0 38	0 39
Dry Salt Meats—		
Long clear bacon, ton lots....	0 30½	0 31½

Long clear bacon, small lots..	0 31½	0 32½
Barrel Pork—		
Fat backs, lb.	0 33	
Canadian short cut (bbl.) 30-40		
pieces	62 00	62 50
Clear fat backs (bbl.) (40-50		
pieces	67 50	
Heavy mess pork (bbl.)	54 50	
Bean pork (bbl.) (American)		
(60-80 pieces)	53 00	

Cooked Meats Up; Are Very Active

Montreal.

COOKED MEATS.—Following the firmer markets for live and dressed hogs, prices are higher for cooked and roast hams, the basis being 64c per pound. There is an excellent demand for these two lines and for ox tongue, too, there is ready sale, camping trade being active. Jellied ox tongue is very high in price, too, while the base price for head cheese is 15c.

Head Cheese	0 15	
Choice jellied ox tongue	0 66	
Jellied pork tongues	0 44	
Ham and tongue, lb.	0 32	
Veal and tongue	0 25	
Hams, roast	0 64	
Hams, cooked	0 64	
Shoulders, roast	0 52	
Shoulders, boiled	0 52	
Pork pies (doz.)	0 85	
Blood pudding, lb.	0 12	

Firm Lard Market But Unchanged

Montreal

LARD.—In view of the strong position assumed in the live and dressed hog market, lard prices are firm, but there has been no advance over the week-end. This may come at any time, for there is a fairly good demand and sales have been satisfactory, even at the high prices.

LARD, pure—		
Tierces, 400 lbs., per lb.	0 37½	
Tubs, 50 lbs., per lb.	0 38	
Pails, 20 lbs., per lb.	0 38½	
Bricks, 1 lb., per lb.	0 39	0 40

One Cent Advance For Shortening

Montreal

SHORTENING.—Prices are moved up one cent for shortening. The demand for the substitute is very good and the undertone steadily strong. No shortage of supplies is reported and orders are promptly filled. There is a de-

cidedly strong market for shortening in containers.

SHORTENING—

Tierces, 400 lbs., per lb.	0 31½	
Tubs, 50 lbs.	0 31¾	
Pails, 20 lbs., per lb.	0 31	
Bricks, 1 lb., per lb.	0 33	

Summer Selling of Oleomargarine

Montreal

MARGARINE.—The trade is exercising its usual care in stocking up on margarine, and sales made are consequently frequent, rather than of large proportions. There is no new feature this week, and there is an ample supply to take care of the trade.

Margarine—

Prints, according to quality, lb.	0 35	0 38½
Tubs, according to quality, lb.	0 32	0 34½

Butter One Cent Up; Should Be Lower

Montreal

BUTTER.—That there should be lower prices for butter is borne out in an increased make of grass butter, a filling up of British storage capacity, and lower prices for creamery butter in the United States. In the meantime, an advance is made here of one cent per pound for creamery grade, but declines will come, some believe. Shipping space is scarce for export, and, as above stated, the storage space in the United Kingdom is somewhat taxed already. Demand is heavy.

BUTTER—

Creamery prints, fresh made..	0 54	
Creamery solids, fresh made..	0 53	
Dairy prints	0 45	
Dairy, in tubs, choice	0 44	

Strong is Cheese; in Ready Demand

Montreal.

CHEESE.—Regardless of the high prices which have been attained, cheese is in good demand and there are plenty of buyers. The make is a large one at country points and with the combined domestic and export demand, the outgo from this port is considerable.

CHEESE—

New, large, per lb.	0 32	
Twins, per lb.	0 32½	
Triplets, per lb.	0 33	0 34
Stilton, per lb.	0 35	
Fancy, old cheese, per lb.	0 34	0 35

Number Two Eggs 43c; Choicest Are High

Montreal

EGGS.—Demand for choice, strictly new-laid eggs is still excellent and prices ranging close to 60c have been secured by the produce dealers from those wanting stock. There seems to be a good market right along for this class of stock and all that comes to hand commands good prices from the trade. On the other hand, very low prices, comparatively speaking, obtain for inferior or number two stock, and there

is a surplus. Production is still quite heavy and there is a probability of lower prices still if the weather keeps warm.

EGGS—		
No. 2	0 43	
No. 1	0 48	
New laids	0 52	

Poultry Moves Out; Prices Are Steady

Montreal.

POULTRY.—Prices have been fully maintained on poultry and there has been a remarkably good demand. Sales of live birds have been good right along and the Jewish purchases have continued quite heavy. No changes in the price basis have been made this week.

POULTRY (dressed)—		
Chickens, roast (3-5 lbs.)	0 40	0 41
Chickens, roast (milk fed)	0 45	0 46
Broilers (3-4 lb. pr.)	0 44	0 47
Ducks—		
Brome Lake (milk fed green)	0 46	
Young Domestic	0 38	0 40
Turkeys (old toms), lb.	0 49	
Turkeys (young)	0 50	
Geese	0 30	0 31
Old fowls (large)	0 36	
Old fowls (small)	0 32	
Live—Old fowl	0 33	0 36
Roosters	0 30	
Turkeys	0 40	
Broilers	0 48	0 50

Salmon Much Higher; Lobsters Up Too

Montreal

FISH.—Prices have advanced for Gaspe salmon, the supplies being very short and the catch being about 75 per cent. short, it is stated. Lobster season is far advanced and the prices are higher again, 30c to 35c per lb. being asked for boiled and up to 50c for live. More fresh fish from the West coast are to hand and there is a plentiful supply of whitefish too. There is rather a quiet trading condition.

FRESH FISH		
Carps, per lb.	0 11	0 12
Bullheads (dressed)	0 15	
Gaspereaux, each	0 07	
Haddies	0 12	0 13
Fillet Haddies	0 18	
Haddock	0 07	
Halibut, Eastern	0 23	0 24
Halibut (Western)	0 22	0 23
Steak, Cod	0 10	
Market cod	0 07	
Flounders	0 09	
Prawns	0 30	
Pike, lb.	0 12	0 13
Live lobsters	0 45	0 50
Boiled lobsters	0 30	0 35
Salmon (B.C.), per lb., Red	0 30	0 32
Salmon, Gaspe	0 35	0 40
Lake Trout	0 18	
Mackerel	0 15	
Shrimps	0 35	0 40
Whitefish	0 18	
Trout, brook	0 18	0 40

FROZEN FISH		
Gaspereaux, per lb.	0 06½	0 07
Halibut, large and chicken	0 19	0 20
Halibut, Western	0 20	0 21
Halibut, medium	0 21	0 22
Haddock	0 06½	
Mackerel	0 14	0 15
Dore	0 14	0 15
Smelts, No. 1, per lb.	0 12	0 13
Smelts, No. 2, per lb.	0 07	0 08
Pike, Headless and Dressed	0 10	0 11
Market Cod	0 05½	
Whitefish, small	0 11	0 12
Sea Herrings	0 07½	0 08
Steak Cod	0 08	
Gaspe Salmon, per lb.	0 21	0 25
Salmon Cohoes, round	0 17½	0 18
Salmon, Qualla, Hd. and Dd.	0 13	0 14
Whitefish	0 15	0 16
Smelts, extra large	0 22	
Lake Trout	0 19	0 20
Lake Herrings, bag, 100 lbs.	6 00	
Alewives	0 05½	0 06

SALTED FISH

Codfish—		
Codfish, large bbl., 200 lbs.	\$20 00	
Codfish, No. 1, medium, bbl., 200 lbs.	18 00	
Codfish, No. 2, 200 lb. barrel	17 00	
Pollock, No. 1, 200 lb. barrel	15 00	
Codfish, strip boneless (30-lb. boxes), lb.	0 20	0 23
Codfish (boneless) (24 1-lb. cartons)	0 20	
Codfish (Ivory) (2-lb. blocks, 20-lb. bx)	0 19	
Boneless cod (2-lb.)	0 23	
Shredded codfish (12-lb. box)	2 50	
Dried codfish (100-lb. bbl.)	20 00	
PICKLED FISH		
Herrings (Scotch cured), barrel	11 25	12 00
Scotia, barrel	12 00	
Do., half barrel	6 25	
Mackerel, barrel	34 00	
Salmon, Labrador (200 lbs.)	26 00	

Salmon, B.C. (200 lbs.)	24 50
Sea Trout (200-lb. bbls.)	25 00
Turbot (200 lbs.)	17 00
Codfish, tongues and sound, lb.	0 15
Eels, lb.	0 16

OYSTERS

Cape Cod, per barrel	16 00
Batoche, per barrel	15 00
Scallops, gallon	4 50
Can No. 1 (Solids)	2 50
Can No. 3 (Solids)	7 50
Can No. 5 (Solids)	12 50
Can No. 1 (Selects)	2 50
Can No. 3 (Selects)	9 00

SUNDRIES

Paper Oyster Pails, ¼ per 100	1 75
Crushed Oysters Shell, 100-lbs.	\$1 60
Paper Oyster Pails, ¼-lb. per 100	2 25

ONTARIO MARKETS

TORONTO, June 27—Both fresh and cured meats show some advances this week, while cooked meats are at strong levels. There is a very active demand for the latter, and quotations show gains of from two to three cents per pound on both boiled and roast hams. The position of the market for live hogs is very firm, and consequently all pork products show upward tendencies.

Firmer Prices Again on Fresh Meats

Toronto.

FRESH MEATS.—There is a firmer tendency this week, as compared with last, in the market for fresh meats. Prices show advances in a good many instances. Practically all cuts of pork are higher, up from two to three cents per pound. Beef is also higher. Spring lamb is selling at 40 cents per pound. While prices show advances, demand for fresh meat is somewhat curtailed, the hot weather stimulating the buying of cooked meats.

FRESH MEATS

Hogs—		
Dressed, 70-100 lbs., per cwt.	\$30 00	
Live, off cars, per cwt.	22 50	
Live, fed and watered, per cwt.	22 25	
Live, f.o.b., per cwt.	21 25	
Fresh Pork—		
Legs of pork, up to 18 lbs.	0 39	0 43½
Loins of pork, lb.	0 42	0 43
Tenderloins, lb.	0 46	0 47
Spare ribs, lb.	0 20	0 21
Picnics, lb.	0 30	
New York shoulders, lb.	0 28	0 31
Montreal shoulders, lb.	0 29	0 32
Boston butts, lb.	0 33	0 37½
Fresh Beef—From Steers and Heifers—		
Hind quarters, lb.	0 26	0 28
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 26	0 30
Chucks, lb.	0 13	0 15
Loins, whole, lb.	0 30	
Do., short, lb.	0 32	0 35
Hips, lb.	0 22	0 24
Cow beef quotations about 2c per lb. below above quotations.		
Calves, lb.	0 18	0 25
Lambs, whole, lb.	0 28	0 30
Spring lamb	0 40	
Sheep, whole, lb.	0 14	0 16
Above prices subject to daily fluctuations of the market.		

Hams and Bacon at High Levels

Toronto.

PROVISIONS.—In the market for provisions the situation is very strong. Hams are holding at very high levels, and breakfast bacon is also on the upward trend. Ordinary breakfast bacon is selling at from 48 to 50 cents per pound, and fancy breakfast bacon at

from 57 to 59 cents. Long clear bacon is quoted higher this week at from 32 to 33 cents per pound. There is a very active demand for both hams and bacon.

Hams—

Medium	0 46	0 48
Large, per lb.	0 44	

Backs—

Skinned, rib in	0 49	
Boneless, per lb.	0 55	0 58

Bacon—

Breakfast, ordinary, per lb.	0 48	0 50
Breakfast, fancy, per lb.	0 57	0 59
Roll, per lb.	0 40	
Wiltshire (smoked sides), lb.	0 41	0 42

Dry Salt Meats—

Long clear bacon, av. 50-70 lbs.	0 32	0 33
Do., av. 70-100 lbs.	0 31	
Fat backs, 16-20 lbs.	0 30	0 33
Out of pickle, prices range about 2c per pound below corresponding cuts above.		

Barrel Pork—

Mess pork, 200 lbs.	0 52	0 53
Short cut backs, bbl., 100 lbs.	60 00	63 00
Pickled rolls, bbl., 200 lbs., heavy	60 00	
Do., do., do., lightweight	60 00	

Above prices subject to daily fluctuations of the market.

Lard Advances to 37 Cents Per Pound

Toronto.

LARD.—There is a very heavy demand for lard just now, and in fact for all kinds of fats. Lard is selling at from 36½ to 37 cents per pound, tierce basis, an advance of half a cent per pound as compared with last week.

Lard tierces, 400 lbs., lb. 0 36½ 0 37
In 60-lb. tubs, ½c higher than tierces, pails ¾c higher than tierces, and 1-lb. prints, 2c higher than tierces.

Cooked Meats Are in Active Demand

Toronto.

COOKED MEATS.—The warm weather continues to stimulate the demand for all cooked meats, and consequently the prices are stronger. Boiled hams are selling at 63 cents per pound, and roast hams, without dressing, at 64 cents. Roast shoulders are selling at from 52 to 53 cents per pound. Jellied ox tongue

is bringing from 63 to 65 cents per pound.

Boiled hams, lb.	0 63	
Hams, roast, without dressing, lb.	0 64	
Shoulders, roast, without dressing, per lb.	0 52	0 53
Head Cheese, 6s, lb.	0 14	0 15
Meat Loaf with Macaroni and Cheese, lb.	0 25	0 00
Choice jellied ox tongue, lb.	0 63	0 65
Pork and Tongue, lb.		0 46

Above prices subject to daily fluctuations of the market.

Shortening Has a Big Inquiry

Toronto.

SHORTENING.—Shortening is quoted higher this week at from 30 to 31 cents per pound. Shortening is selling very freely, like lard there being a very heavy demand for it.

Shortening, tierces, 400 lbs., lb. 0 30 0 81

Cheese Quotations Are Holding Firm

Toronto.

CHEESE.—Prices on cheese are steady. The price of cheese to the consumer in England is still fixed at 36 cents, so that the Canadian price in order to permit of export must hold around 30 cents. New large cheese are selling to the trade at 32 cents, and new Stiltons at from 33 to 34 cents.

Cheese—		
New, large	0 32	
Stilton (new)	0 33	0 34
Twins ½ lb. higher than large cheese. Triplets 1½ lb. higher than large cheese.		

Eggs Continue at Easy Levels

Toronto.

EGGS.—Eggs are selling to the retail trade at unchanged prices as compared with a week ago. There is not a heavy consumption of eggs just now, and the weather is too warm to permit of storage. New laids in cartons are quoted at from 48 to 50 cents per dozen, and new laids at from 45 to 46 cents.

Eggs—		
New laids in cartons, doz.	0 48	0 50
New laids, doz.	0 45	0 46

Prices shown are subject to daily fluctuations of the market.

Margarine Has a Slow Demand

Toronto.

MARGARINE.—There is not much demand for margarine just now, fairly ample supplies of butter at more reasonable prices somewhat curtailing the inquiry for margarine. Prices for the same are unchanged.

Margarine—		
1-lb. prints, No. 1	0 35	0 36
Do., No. 2	0 32	0 34
Do., No. 3	0 28	0 29

Solids 1c per lb. less than prints.

Butter Quotations Are Unchanged

Toronto.

BUTTER.—No change is reported in the quotations on butter this week. There are still ample supplies coming forward, and the situation is fairly easy. Just at present there is not a heavy export demand. Fresh made creamery

prints are selling to the trade at 53 cents.

Creamery prints (fresh made)	0 53
Creamery solids (fresh-made)	0 52
Dairy prts, fresh separator, lb.	0 48
Dairy prints, No. 1, lb.	0 45

Poultry Now in Greater Supply

Toronto.

POULTRY.—Supplies of poultry moving to market show considerable increase and prices throughout the list are easier. Heavy hens are now selling to the trade at 35 cents, and light hens at 33 cents. Spring chicken is selling at from 50 to 55 cents. Shipments of the latter are on the increase.

Prices paid by commission men at Toronto:	
	Live
Ducklings, lb.	\$ -35
Turkeys, old, lb.	0 25
Do., young, lb.	0 30
Roosters, lb.	0 22
Fowl, 4 to 6 lbs., lb.	0 26
Fowl, over 6 lbs., lb.	0 29

Prices quoted to retail trade:	
	Dressed
Hens, heavy	\$ -35
Do., light	0 33
Chickens, spring	0 50
Ducks	0 40
Turkeys	0 35

Fish Selling at Easier Levels

Toronto.

FISH.—Prices of fish are for the most part at easier levels. Haddock with heads off are selling at 10 cents. There is now on the market fresh Restigouche salmon at from 30 to 35 cents. Frozen Restigouche is selling at 25 cents per pound. There is very little pickerel on the market. It is selling at from 15 to 18 cents. Fresh mackerel is selling at from 9 to 10 cents per pound.

FRESH SEA FISH	
Cod Steak, lb.	\$0 11 \$0 12
Do., market, lb.	0 09 0 10
Haddock, heads off, lb.	0 10 0 10
Halibut, chicken	0 21 0 23
Do., medium	0 22 0 23
Flounders, lb.	0 07 0 10
Salmon, Restigouche	0 30 0 35

FROZEN SEA FISH	
Salmon—	
Restigouche	0 25
FRESH LAKE FISH	
Lake herring, lb.	0 10
Trout, lb.	0 15 0 16
Whitefish, lb.	0 11½ 0 15
Mullets, lb.	0 05
Fresh pickerel	0 15 0 18
Ciscoes	0 16
Pike	0 09 0 10
Fresh Mackerel	0 09 0 10

WINNIPEG MARKETS

WINNIPEG, June 21—There is a slow movement in hogs on the market yet, owing to strike conditions, and practically no price changes have occurred in two weeks. The egg market is easier, reflecting the feeling on other markets. Butter is scarce, owing to difficulties of transportation and handling generally under present conditions.

Hog Market

Winnipeg.

PROVISIONS.—Trading in pork products is still slow in this market owing to the strike tie-up of freight service. Practically no change has been made in the price of hogs during the past two weeks and the market is now steady at \$20.25 with a fairly good run.

Easier Tone

Winnipeg.

EGGS.—There is an easier feeling in the egg market. Storage stocks are heavier than last year. In the United States and Eastern markets there is a

Is Steady

much easier tone in the egg market, with a decline in price. Hot weather eggs should be cheaper in any case, and the end of the strike is expected to bring lower prices in this market.

Butter To Drop When Strike Ends

Winnipeg.

BUTTER.—There is still a marked shortage of butter, and it is stated that large quantities of dairy products are being wasted in country districts owing to the cutting off of express deliveries. With the termination of the strike a decline is looked for in sympathy with the United States and Eastern markets, which have already experienced this tendency.

VANCOUVER MARKETS

Produce Lines

Vancouver.

PROVISIONS.—There has been an advance in many provision lines, namely bacon and ham, lard, and compound lard. Butter, eggs and cheese also are somewhat higher. Beef prices show an easier tendency and there is little likelihood of advances in the near future, indeed the probabilities rather favor declines. Margarine remains steady with no price

changes in prospect.

PRODUCE	
Dressed hogs	0 29½
Breakfast bacon, medium	0 55
Hams, medium	0 45
Pure lard, tierce basis	0 37
Do., compound	0 27½
Butter, New Zealand prints	0 64
Do., Alberta Cr., prints	0 60
Margarine, prints	0 34½
Eggs, fresh	0 58
Do., storage	0 34
Cheese, large	0 34
Do., twins	0 34
Potatoes, Lillooet, per ton	36 00
Fish—	
Frozen Halibut, per lb.	0 15 0 17

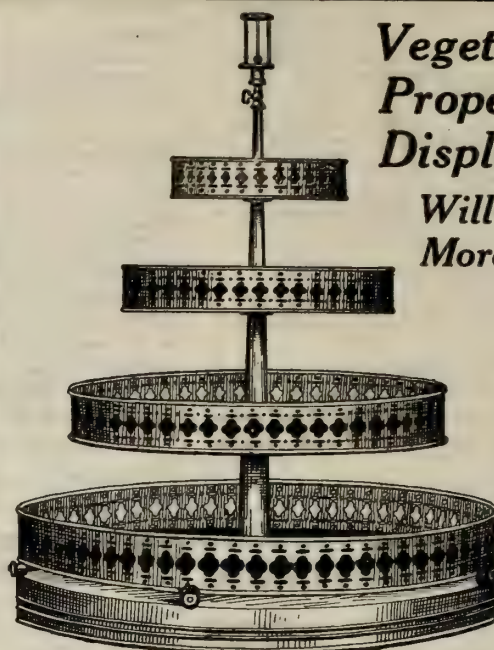
BACON

for your out-of-town customers and those going to their summer homes. Are you looking after this trade? We can supply you with "Star" Brand English Breakfast Bacon nicely wrapped for this trade.

None other quite so good.

F. W. FEARMAN CO.
LIMITED
HAMILTON

**Vegetables
Properly
Displayed
Will Bring
More Trade**



*Illustrated
Catalogue
on Request*

DISPLAY STAND and MIST MACHINE

Keeps Vegetables Always Fresh and Inviting
Designed to meet the requirements of retailers of Green Vegetables and Fruits, and to minimize the loss of such goods by keeping them FRESH and CRISP by the use of a very small amount of moisture.
Makes an attractive display of green garden truck in good, fresh, crisp condition. The fine cloud of MIST floating over the goods suggests cleanliness and coolness.

The W. A. FREEMAN COMPANY, Limited
HAMILTON - ONTARIO
Branches at Toronto, Montreal, Winnipeg

Delicate Flavor and Freshness Preserved

ARCTIC

**Cold, Dry Air
Circulation**

No matter what you put in the Arctic, its freshness and flavor are unaffected by the presence of any other food, because the free active air circulation in the Arctic does not permit harmful odors or dead air to collect.

Write at once for free catalogue and prices.



JOHN HILLOCK & CO., Limited

Office, Showrooms and Factory: 154 George St., Toronto

AGENCIES:—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 200 Main St., Winnipeg; Western Butchers Supply Co., Regina, Sask.; M. E. Watt, 572 Knox St., Vancouver, B.C.

Windsor Table Salt

*Made in
Canada*



Beats them All

—beats them all in quality
—beats them all in clever
advertising that helps the
Grocer to make more sales.

THE CANADIAN SALT CO., LIMITED



A Word with you, Mr. Clerk, about the Trade Mark on **BRUNSWICK BRAND SEA FOODS**

SUPPOSE you were a jewelry salesman, and a customer asked you for some article of silverware. To prove the quality of the article you would point out the "Sterling" Mark—the guarantee of dependability.

Similarly—when the housewife asks for a tin of sardines or some such sea food you can hand her a Brunswick Brand line and know that the "C-B" Trade Mark is a sure enough guarantee of a first quality product that is bound to please her.

Bulletin No. 423, issued by the Food and Drug Laboratory of the Department of Trade and Commerce, Ottawa, shows that **Brunswick Brand Sardines contain a higher percentage of food calories than any other canned fish or meat** (devilled beef excepted). A point like that is worth emphasizing when making a sale.

Perhaps you haven't got all the "C-B" stamped lines in stock. There's a list of them here, check them over.

CONNORS BROS., LTD.

Black's Harbor, N.B.



One of Six Reliable Sellers

The other five are:

¼ Oil Sardines

¼ Mustard Sardines

Finnan Haddies (Oval and Round Tins)

Kipperd Herring

Herring in Tomato Sauce

Clams

By Appointment

Making the Best Known Sauce Better Known

IN the Newspapers and Magazines of Canada from coast to coast we are advertising the uses and economy of LEA & PERRINS' SAUCE and the advantage of buying only this, the genuine Worcestershire Sauce. We are advertising LEA & PERRINS' so that you will find it easier to sell. We will appreciate your co-operation. Keep your stock up. To mention LEA & PERRINS is to remind your customers of the advertisements they have seen. You will make many extra sales.



Lea & Perrins

The Original and Genuine
WORCESTERSHIRE

HAROLD SEDDON, 137 McGill St.
Canadian Agent MONTREAL

JAMS MARMALADES PEELS

John Gray & Co., Ltd., Glasgow

Established over a Century

Cable: Lamberton, Glasgow.
Codes: A.B.C. 4th and 5th Editions.

CONFECTIONERY MARZIPAN CHOCOLATE



Agents
Wm. H. Dunn, Limited, Montreal
Maritime Provinces and Western Canada
Lind Brokerage Co., Ltd., Toronto

A Trade Mark of established merit—



More and more the housewife is insisting on recognized brands when buying. For generations she bought haphazard—NOW she not only asks for certain goods by name, but **demand**s the particular brands which experience has proved represent the fullest value.

Swift's Premium Hams and Bacon

became famous for the exclusive qualities they possess—their name and trade mark have become established. Every day thousands of housewives insist on getting "Swift's Premium" when ordering Ham and Bacon. Dealers stocking "Swift's Premium" reap the benefits of quick sales, steady repeats, and all-round satisfaction.

Our Advertising is a strong factor in keeping this Brand before the housewife.

July Publicity in the Leading Papers and Magazines

all over Canada emphasizes the advantage of Premium Hams and Bacon over fresh meats for Summer housekeeping. Are you going to get **your** share of the benefits?

Order from Our Salesman or Direct.

Swift Canadian Co., Limited

Toronto

Winnipeg

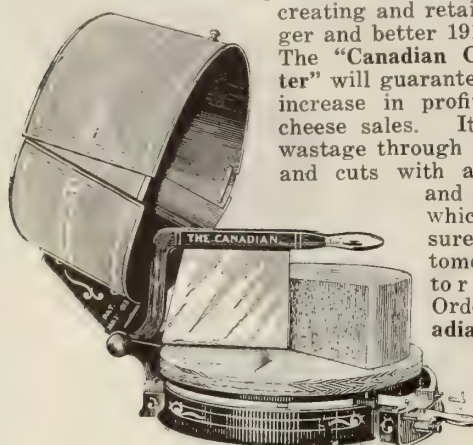
Edmonton

Canadian Food Board License Nos. 13-170-171-172



Better equipment will bring you better business in 1919

Prepare now for a more profitable turnover during the year. Proper equipment will be a mighty strong means of consolidating the trade of the past, while



The CANADIAN Open

creating and retaining a bigger and better 1919 business. The "Canadian Cheese Cutter" will guarantee you a big increase in profits on your cheese sales. It eliminates wastage through scraps, etc., and cuts with an accuracy and rapidity which will assure your customer satisfactory service. Order a "Canadian" to-day and reap your share of prosperity. Only \$18.00.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

COSGRAVE'S PURE Malt Vinegar



It pays you best to sell branded, guaranteed goods. That's why you ought to sell COSGRAVE'S PURE MALT VINEGAR.

Attractively Labeled
Bottles—2 Sizes

RETAIL PRICES:

Large Bottle 25c. Small Bottle 15c.

100% Pure

Well Advertised

ASK YOUR JOBBER FOR IT

Purity

TABLE SALT



In sanitary
cotton bags and
handy free-running
packages.

You cannot recommend a better salt to any housewife than Purity. For table or dairy use there is no better salt—a fact good housewives are quick to appreciate. You'll get a good margin of profit on every sale of Purity.



THE WESTERN SALT
CO., LIMITED
COURTRIGHT
ONT

MADE IN CANADA

Taylor & Pringle Co.

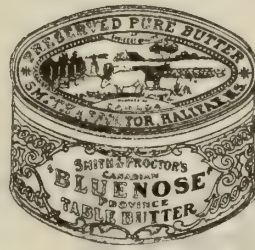
Limited

OWEN SOUND, ONT.

Manufacturers of

PICKLES, CATSUPS, SAUCES,
VINEGAR, CIDER, ETC.
QUEEN QUALITY PICKLES
UNIVERSAL FRUIT SAUCE
PARAGON PICKLES
CATSUP RELISH

TAYLOR & PRINGLE'S PRODUCTS ARE GOOD PRODUCTS



For Sea Voyages, Camping Parties Construction Gang Camps Exploring and Mining Expeditions

or any place that is far from the source of butter supply you'll find

BLUENOSE BUTTER *A UNIVERSAL FAVORITE*

Sold in pound, two-pound and half-pound tins. Always opens up in excellent shape regardless of climate conditions.

ITS QUALITY AND FLAVOR APPEAL TO THE MOST CRITICAL

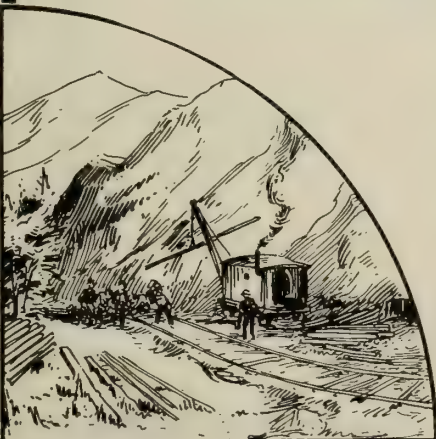
If your customers have trouble keeping butter in the hot weather, suggest they try a can of **BLUENOSE**. Write us.

Smith & Proctor

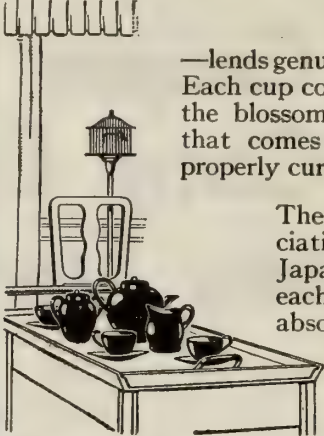
Sole Packers

Halifax

N.B.



JAPAN TEA



—lends genuine distinction to hospitality. Each cup contains the delicate aroma of the blossoms of Japan and the flavor that comes only from tender leaves, properly cured.

The Japan Tea Growers' Association and the Government of Japan place their guarantee on each pound — a guarantee of absolute purity.

"Tea is a medium of no inconsiderable amount of nutriment."
—Enc. Britannica.

18

The delicious, wholesome flavor of this national green leaf will immediately appeal to the most discriminating tea drinker. When you sell a customer the first package you can confidently look forward to her coming back for more — Japan Tea is a real "repeater."

To Cannery of
Fish, Fruit or Meat
U.S.A. and Canada

DO YOU WANT THE BEST
POSSIBLE NETT RETURN
FOR THE PRODUCT YOU
SHIP TO GREAT BRITAIN?

IF SO

Send full particulars of your production to Advertisers who sell direct to the Distributors throughout ENGLAND, WALES, SCOTLAND and IRELAND, and who will supply ideas and proposals.

Address, in first instance:

"ENERGY,"

**"The Grocer" Office,
Eastcheap Buildings,
London, E.C., England**

By Appointment to H.M. King George V.

From War to Peace

The war restrictions on the shipment of Biscuits having been removed,

Huntley & Palmers Biscuits

are once again being sent to all parts of the world. They are of the same standard of

Unrivalled Quality

as in the past, and to prevent disappointment, the public should place their orders at once with their usual suppliers.

HUNTLEY & PALMERS LTD.

Biscuit Manufacturers
READING & LONDON
ENGLAND

Telegrams and Cables—LANDAUER, LONDON
Standard Codes Employed

Established 1878

LANDAUER & CO.

36 Fenchurch Street, LONDON, E.C. 3, ENGLAND

**IMPORTERS, EXPORTERS and GENERAL
: PRODUCE MERCHANTS :**

Keenly interested in all descriptions of CANNED GOODS
Specifically APPLES, PEARS and MEATS

*SHIPPERS, PACKERS and EXPORTERS
INVITED TO CORRESPOND*

Bankers: ROYAL BANK OF SCOTLAND

MACDONALD'S Popular Brands

"The Tobacco with a heart"—Macdonald's trade mark of quality—have been the popular plug tobaccos since 1858. Order Macdonald's and ensure satisfied customers.

Plug Smoking

"British Consols"

"Brier"

"Index"



Trade Mark
Registered



Plug Chewing

"Prince of Wales"

"Napoleon"

"Black Rod" (Twist)

"Crown"



Trade Mark
Registered

W. C. MACDONALD, REG'D.

Established Over 60 Years
MONTREAL, QUE.

Incorporated.

After present manufactured stocks are exhausted, all our brands except "Twist" will be put up in 10-lb. caddies.

52 Years' Accumulated Skill



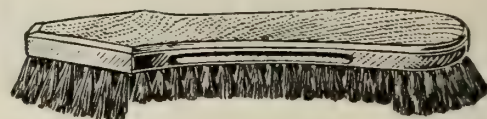
If you should visit our Factory ever, at Fairville, St. John, N.B.—where a hearty welcome always awaits you—you would be struck by the enthusiastic co-operation of every one of our employees. The making of *Better Brushes* is an art which rules us all. Most of our employees have grown up with us, and are so skilled in their respective tasks that it would be strange if Simms' Brushes and Brooms did not far out-do other brushes and brooms in excellence of workmanship. In quality of material and scientific secrets of manufacture they keep pace with the workmanship.

For more than half a century Simms' Brushes and Brooms have been steadily improved, and the business has expanded so that you will find our products in every civilized country in the world.

Simms' Brushes make business grow for *you*. See that your stocks are ready when your customers demand Simms'. Write for price list at once.

T. S. SIMMS & CO., Limited
ST. JOHN, N.B.

Branches: Montreal, Toronto, London



FOWLER'S PRODUCTS "Are Better"



Fowler's Wantmore Peanut Butter. "The Finest Spread for Bread."

Fowler's Electro-pure Ciders. "The Great Refreshers."

Fowler's Wantmore Salted Peanuts. "Nuts that taste Better."

All of Fowler's Products are made so good that MILLIONS USE THEM.

R. L. FOWLER & CO., Limited
Manufacturers

Factories at Calgary, Saskatoon, Regina.
Head Office—Calgary, Canada.

Genest & Genest, Ltd., Montreal,
Representatives for Province of Quebec.

Jas. Nolan, Winnipeg,
Representatives for Province of Manitoba.

W. H. Edgett, Ltd., Vancouver,
Representatives for Western British Columbia.

Once Used, Always Used

CREAM OF BARLEY, a delicious breakfast food, cooked in three minutes; a most healthful diet for youth and old age; the most sensitive stomach can retain it, and it is recommended by all the leading physicians. We are the originators and only manufacturers of CREAM OF BARLEY, PEARL BARLEY FLOUR for Babies and Invalids, and SISTER MARY'S PAN-CAKE FLOUR. Every package of CREAM OF BARLEY is guaranteed, and we say on label, "Use one-half package, and if not satisfied, return it to your grocer and he will refund your money." Our goods are recommended by Dr. McGill, chief analyst at Ottawa, so you take no chance when ordering goods from us. Our mill is the only exclusive barley mill on the continent. Use "CREAM OF BARLEY" and stop taking medicine, for it is the real Mackay and can be bought from all first-class wholesale grocers.

Our trade-mark is registered

MANUFACTURED BY

John Mackay & Co., Limited
BOWMANVILLE, ONT.

These Advertisements Help Make Money for You—

By telling the story weekly in over 280 magazines and newspapers in Western Canada through our present advertising campaign.

It is our desire to make the "Striped Box" biscuits the most popular and the most in demand because they are the best biscuit on the market. This is the smallest size advertisement we are running, the others being double this size. Have **you** a stock of "Striped Package" Biscuits on hand? Summer picnics, etc., will bring these in demand. Write us.

The North-West Biscuit Co., Limited

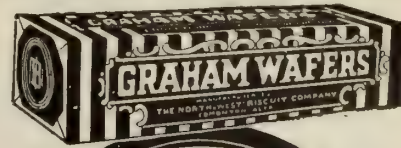
EDMONTON, ALTA.

Regina

Saskatoon

Calgary

Vancouver



NORTH-WEST BISCUIT CO., LIMITED

46

KING GEORGE'S NAVY

**CHEWING
TOBACCO**

The men of your town who look for and appreciate a chewing tobacco that is unquestionably superior will find their anticipations fully met by the splendid texture and flavor of King George's Navy.

No good grocer can afford to omit this popular line from his tobacco stocks.



Rock City Tobacco Co., Ltd.

"PRIDE OF CANADA"

PURE MAPLE SUGAR AND SYRUP

We can supply this season's crop. Our goods are backed by a written guarantee to be absolutely pure maple only. Order your requirements now direct or from our Agents.

REPRESENTATIVES:—W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary, and Edmonton; Oppenheimer Bros., Limited, Vancouver, B.C.; S. H. P. MacKenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S., and The Canadian Maple Products Company, Limited, 5 Justice Walk, Church Street, Chelsea, London, S.W.

MAPLE TREE PRODUCERS ASSOCIATION, LIMITED

Offices: 58 Wellington St. W., Montreal, Canada



VOL-PEEK

FIRST AID IN THE KITCHEN -

IN EVERY HOUSEHOLD

Vol-Peek finds a place. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary, hardens quickly and costs only ½ cent per mend.

Send a sample order to-day. A bright colored display stand of 24 packages for \$2.25. Vol-Peek sells on sight and is guaranteed; 60% profit for the dealer.

At your jobber or

H. NAGLE & CO., Box 2024, MONTREAL

GROCERS

ORDER YOUR STOCK OF

Champagne de Pomme NOW

It makes a delicious drink. Put up in pint bottles or splits. Recommend it to your customers. Pays a good profit. Easy to sell.



Order from your
wholesaler or

Cie Canadien Importations

140 ST. CATHERINE ST. E.

Montreal

We want Agents in Every City and Town.

J. TOBIN & SONS

Representing

British Export Service Co.

of England

NEW MONEY MAKER FOR THE GROCERS

CELEBRATED

English Lavender

**"A
National Perfume"**

Picked when in full bloom

Handsome Silent Show Case furnished free.

Are You Interested?

J. TOBIN & SONS

OTTAWA, ONT.

Established 1725
COX'S
 Instant Powdered
GELATINE

Housewives
 from every part of CANADA
 are using

Cox's Gelatine

It makes delicious Desserts
 used with all kinds of
 Fresh Fruits



Recommend it to your customers. Be sure that you have a good stock on hand.

As there is a big demand during the warm weather.

Agents: ARTHUR P. TIPPETT & CO.

Winnipeg and Manitoba
 Tees & Persse, Ltd.

Montreal and Toronto

Vancouver
 Martin & Robertson, Ltd.

TRADE-MARKS

Read What Mr. Small Has to Say

There are both excellent and inferior goods packed under trade marks. You take less risk in buying trade mark goods than if buying merchandise that is not covered by a trade mark. But goods that you know to be packed under a certain trade mark for many years, you may buy without risk or question, for inferior goods could not live long under a distinct mark. The age of the trademark, therefore distinguishes its value. Small's Brand Maple Products have a record of 80 years. Remember this when buying or selling products of this character.

SMALL'S, LIMITED

MONTREAL



Looking for a Man?

Look for him where he should be found—in employment in the grocery business, the business you yourself are in.

Advertise to get him. Use a small classified advertisement, to cost you 2 cents a word. Put this low-priced advertisement in CANADIAN GROCER—the paper read by grocers and their men. Somewhere is the man good for you to have. You may not be able to attract him readily from his present place. On the other hand, he may be looking for you. But fish for him. Cast again and again. The best men are hardest to get.

What is a dollar or two spent on finding the man you want—if you get him?

Narrow your search. Use the newspaper that searches out for you among those where he is likely to be found.

Make your advertisement brief—like a telegram.

We provide a box number, if you want your identity concealed. And forward replies, of course.

Rates.—Two cents per word first insertion and 1 cent per word each subsequent insertion. Five cents extra per insertion if replies are to be sent to box number in our care.

Canadian Grocer

143-153 University Ave.
Toronto

A Fine
Warm Weather
Line ---

Rose's Lime Juice



There are many lime juices on the market, but not one that you can more readily recommend than ROSE'S. A few bottles regularly displayed on your counter during the Summer weeks will get you a good portion of the strong warm weather demand for a delicious, cooling, temperance drink.

TRY ROSE'S.

Holbrooks, Ltd.

Dominion Representatives
TORONTO and VANCOUVER

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving General Manager
Western Canada
TORONTO

Parke's Fly and Mosquito Oil

KEEPS MOSQUITOES AND BLACK FLIES AWAY.



No mosquito bites. No swollen hands and ankles. No red inflamed lumps on the face.

"Use it and they will leave you alone."
THE DEMAND FOR IT IS EVERYWHERE at the home, the beach, the lakeside, the camp, etc.

Good sized bottle-sells for 25 cents. Wholesale price \$2.10 per dozen, \$24.00 per gross.

Manufactured and for sale by

PARKE & PARKE, LIMITED
MacNab St. and Market Sq., Hamilton, Ont.

Getting Results

A large firm in a Western Canada city recently advertised in CANADIAN GROCER Want Ad. Page for a man to fill a responsible position—result 21 replies. This indicates that the want ad. page is followed closely. The man YOU want to reach is reading this page.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of CANADIAN GROCER. You will receive inquiries from the liveliest clerks in the Canadian grocery trade, because reading CANADIAN GROCER is a test of the clerk's interest in his business.

Sani-Flush

(TRADE MARK REGISTERED)

Cleaning the water-closet is a specific problem. **Sani-Flush** solves that problem. Its action is entirely different from that of ordinary cleansers.

Sani-Flush contains no soap, lye or abrasive. It is a special compound for dissolving the stains and incrustations found in closet bowls and traps.

Display a can of **Sani-Flush** on a counter and customers will see that it is something they need.

HAROLD F. RITCHIE & CO.
LIMITED

10-12 McCaul Street
TORONTO, ONT.



Sell the Best.

.....
"BETTER be sure than sorry."
OCEAN Blue is the highest standard attainable in a Laundry Blue.

True, it sells at only a few cents a packet, but nothing has been sacrificed to bring it down to a popular price.

As you want to please ALL your customers sell them

OCEAN BLUE

In Squares and Bags
Order from your Wholesaler

HARGREAVES (CANADA) Limited.

The Gray Building, 24 & 26 Wellington St. W., Toronto.

Western Agents: For Manitoba, Saskatchewan and Alberta: W. L. Mackenzie & Co., Ltd., Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Crendon & Avery, Rooms 5 and 6, Jones Block, 407 Hastings Street West, Vancouver, B.C.

The Megantic Broom Mfg., Co., Ltd.

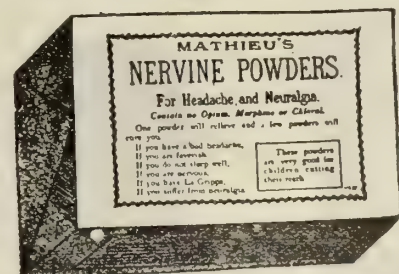
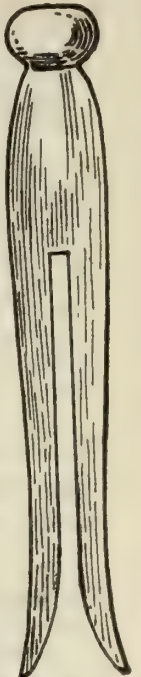
Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Boivin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver; McFarlane & Field, Hamilton, Canada.



Somebody is getting this trade. Why not you? A simple, harmless, but effective remedy for nervous disorders of every description is always in big demand everywhere. There are lots of people coming into your store every day who need just such a remedy as

Mathieu's Nervine Powders

Put Mathieu's in your show case and upon your counter. You'll find it a worth-while seller.

J. L. Mathieu Co.

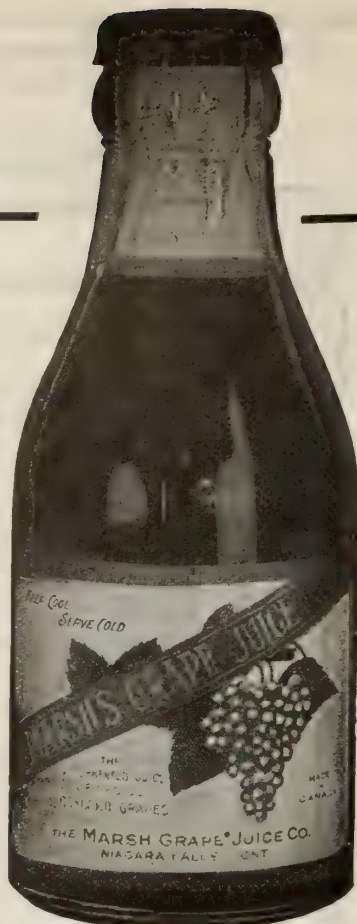
SHERBROOKE, QUEBEC

MARSH'S GRAPE JUICE

A Beverage with a superior deliciousness and a satisfying flavor. A pure Concord Beverage that is welcome in every home.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Ontario Agents:
The MacLaren Imperial Cheese Co., Limited
Toronto, Ont.



Every Home needs a GOOD broom or a whisk



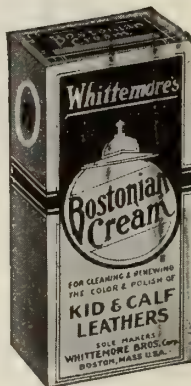
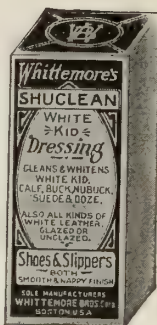
Every home needs a GOOD Broom or a Whisk. Not that 15-cent store variety. WE don't make any. Every housewife is a good prospect for a sale of "Excelsior" Brooms and Whisks. They are serviceable lines—made in Canada at Owen Sound, Ont., and are priced in a way that will appeal to every woman.

Every repeat order will be right up to the sample. Our factory inspection guarantees this.

Send to-day for our price list. We give personal attention to every order and guarantee prompt service.

J. C. SLOANE

Makers of Fine Brooms and Whisks
845 5th Avenue, Owen Sound, Ontario



Quality *Whittemore's* Variety Shoe Polishes

The Shine That Lasts

Bostonian Cream. The ideal cleaner for kid and calf. Brown, gray, white, in fact, any other color or shade desired.

Gilt Edge Black Self-shining Dressing. The old reliable dressing for ladies' and children's shoes.

Shuclean. For white kid, calf, buck and Nubuck leather. Will not harden the finest and lightest weight of leather.

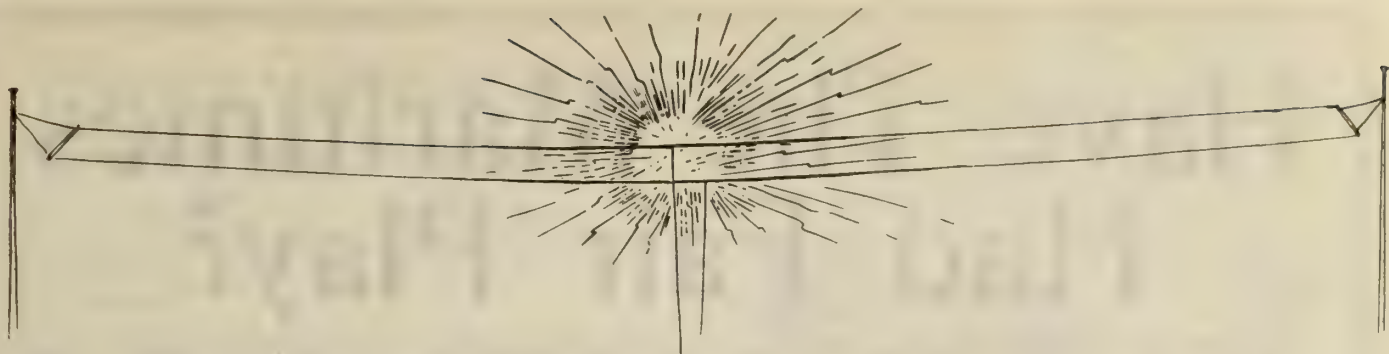
Cleanall. The great success for cleaning velvet, silk and satin shoes and slippers, also fabrics.

Quick White. Makes dirty white canvas shoes clean and white. A well-known dressing.

Albo white cake canvas and buck dressing in metal box. 2 sizes.

Nobby Brown Paste Polish for brown shoes. **Peerless Oxblood Paste Polish** for red leather shoes.

Ask your jobber's salesman for complete catalogue with prices, or write us at Boston, Mass. U.S.A.



GET QUICK ACTION

IT is logical that the more select business men who read of your wants the greater chance you have of getting them supplied. Send out your S.O.S. call by a condensed ad in CANADIAN GROCER—the paper most interested in your business. It will be heard from the Atlantic to the Pacific.

THOUSANDS of the best grocers in Canada subscribe to and read CANADIAN GROCER every week. These grocers have PROGRESS as their motto, and they are living up to it. Consequently they must watch every avenue that is likely to contain opportunities for them, and the WANT AD PAGE is one of the avenues.

THIS Want Ad Page is open to you to voice your wants effectually and economically. Why not take advantage of it whenever you are in need of something?

The following list will perhaps suggest a few of your needs:

Position Wanted
Position Vacant
Business For Sale
To Buy Business
Agents Wanted
Agencies Wanted

Store Fixtures For Sale
To Buy Store Fixtures
Goods For Sale
To Buy Goods
Salesman Wanted
Miscellaneous

You would like to know what it is going to cost. Well, here is how it figures out:

2c per word first insertion and 1c per word for each subsequent insertion. 5c extra if you wish your replies directed to a Box Number in our care. Payable in advance.

SEND IN YOUR WANT AD TO-DAY
CANADIAN GROCER

143-153 University Ave.

Toronto

Have The Maritimes Had Fair Play?

THE Maritime Provinces did not enter Confederation very willingly and it may surprise people in other parts of the Dominion to learn that at the present time the people of New Brunswick and Nova Scotia are not altogether pleased with the results of the bargain. There is a distinct feeling among them that the advantages of Confederation have gone to the other Provinces. In the course of an article in the July issue of MACLEAN'S MAGAZINE, Thomas M. Fraser explains why this feeling has grown and the basis for it.

This article was written for the purpose of letting the other provinces know that the feeling exists but it will be of intense interest to people in the Maritimes. Be sure to read it—"The Spirit of the Maritimes."

"The Land of National Leaders"

An article on the political aspect of the Eastern Provinces and the achievements of their leading statesmen.

"Guarding Our Coast Line"

An extremely interesting description of the measures that were taken to patrol and guard the Atlantic seaboard during the war.

Bonar Law, the man from the Maritimes, who has been the able lieutenant of Lloyd George at all crises in Great Britain, appears on the cover in a handsome three-color reproduction.

Other Big Features of the Number

"With the Snowball Brigade"

By Captain Louis Keene

Just back from Siberia—Captain Keene tells some sensational and intensely gripping things about conditions in that country which the Canadian forces are helping to stabilize. It is a record of international complications, strange atrocities and almost unbelievable living conditions.

"The Four Tommies"

By Robert W. Service

A war of unusual strength.

"Solving the Problem of the Arctic"

By Vilhjalmur Stefansson

The fourth instalment of his remarkable story of the five years he spent in the north for the Canadian Government, appearing exclusively in MACLEAN'S.

Four Magnificent Stories

The best fiction obtainable is found in this issue: "Owners' Up," a race horse story by W. A. Fraser; "His Majesty's Well Beloved," by Baroness Orczy; "Petite Simunde," by Arthur Beverley Baxter; "Bunkered," by Allen C. Shore.

The Review of Reviews

Here are a few of the articles in this splendid department chosen as the best published during the past month in all magazines:

Finding Husbands For Three Million Women.

Will England Become an Agricultural Country?

Germany Can be Prosperous Under the Peace Terms.

The Woman Who Wrecked the World.

The Great Lama Rides in Motor Car.

Strange Personalities at Paris.

Making All Men Equal.

Winning the Secrets of the Desert.

Over 70,000 Canadian Families Buy

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

JULY ISSUE *Now On Sale* **20c.**
At All News Dealers

If there are no newsdealers in your town, or if your newsdealers cannot supply you, send 20 cents for a sample copy or \$2.00 for a whole year's subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada.

When a Customer asks you for Sausage

What brand do you give her, Mr. Clerk?
Are you satisfied that the good qualities of the
Sausage will please her and retain her custom
to the store?

You can be if you always fill the Sausage order
with Schneider's. Suggest to your employer
that he stock Schneider's Sausage.

Our prices make for sizeable profits.

Note our Trade Mark—a guarantee of goodness.

J. M. Schneider & Sons
Kitchener Ontario



Selling Bulk Teas At A Worth-While Profit

is easy if you stock Minto Bros.' Bulk Teas.
And the quality is the kind that makes the
purchaser recommend it to her friends.

Minto Bros.
TORONTO
Originally Established 1873



No. 20 Set has 89 Interchangeable Younts For Large Store Windows, **\$38.50**
No. 20½ Set has 50 Interchangeable Younts For Small Store Windows, **\$23.10**

Stock carried in Hamilton, Ont. Order direct or thru your jobber. Send for catalog. Patented and made in Canada.
The Oscar Onken Co. 4850 Fourth Street Cincinnati, Ohio, U. S. A.



Manufacturers' Agents
For Foreign and Domestic Markets
Head Office: Standard Bank Bldg.
Vancouver, British Columbia

Ask Your Jobber for
"STAR" BRAND
COTTON
WRAPPING TWINE

"Manufactured in Canada"

Mention Canadian Grocer when writing to advertisers

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the Service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Cut out the coupon at the bottom of page, fill out and mail to us if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

RUBBER RINGS AND GRAPE JUICE

Kindly advise us the name of a firm manufacturing rubber preserving rings; also one offering Grape Juice other than the Welch Company.—G. E. Barbour Co., Limited, North Market Wharf, St. John, N.B.

Answer.—For rubber preserving rings: Dominion Rubber System, 1 Front St. E., Toronto, Ont.; Gutta Percha & Rubber Ltd., 47 Yonge St., Toronto, Ont.; Dunlop Tire & Rubber Co., 244 Booth Ave., Toronto, Ont. Grape Juice: Marsh Grape Juice Co., Niagara Falls, Ont.; Wagstaffe Limited, Hamilton, Ont.; E. D. Smith & Son, Winona, Ont.; Ont. Grape Juice & Wine Mfg. Co., St. Catharines, Ont.; Niagara Falls Wine Co., Niagara Falls, Ont.

BODIES FOR FORD TRUCKS

Would you kindly furnish us with names of firms who manufacture bodies for Ford Trucks other than Carriage Factories, Ltd., whose address we already have.—P. Devine, 36 York St., Ottawa, Ont.

Answer.—Acason, Galusha & Rudd, Walkerville, Ont.; Wm. Gray & Sons, Chatham, Ont.; Guy Matthew Co., Oshawa, Ont.; Hutchinson & Son, Toronto, Ont.; Toronto Auto Top & Body Co., 137 Simcoe St., Toronto, Ont.; Dowell, Daniel, Montreal, Que.; Ledeaux Carriage Co., Montreal, Que.; Robt. Elder Carriage Works, St. John, Toronto, Ont.

MANUFACTURERS OF PLAYING CARDS.

Please give us addresses of leading manufacturers of playing cards in Canada and oblige.—Brennan & Co., North Sydney, N.S.

Answer.—U.S. Playing Card Co., Windsor, Ont.; Consolidated Litho. Co., Montreal; Montreal Lithograph Company, Montreal, Canada.

MAKERS OF GASOLINE IRON

Kindly let us know the address of the firm who manufactures the two-point self-heating gasoline iron.—Bartlett Brothers, Hybla, Ont.

Answer.—Acorn Brass Mfg. Co., 426 South Clinton St., Chicago, Ill.; Enterprise Tool & Metal Works, 126 South Clinton St., Chicago, Ill.; Imperial Brass Mfg. Co., 524 South Racine, Chicago, Ill.

QUESTIONS REGARDING EGGS.

Will you please answer the following questions?—Wm. A. Harbor, Sandy Beach Centre, Co., Gaspé, Que.

Present price paid for eggs by produce men in Boston? Answer: 48½-49c.

Is the firm of Lewis Mears Co. reliable regarding egg shipments? Answer: Yes, good reliable firm.

Is there any export duty on eggs? Answer: No.

Has one to have an export license? Answer: No.

Where can such a license be procured? Answer: Not required.

Has one to make out special B/L's and invoices to accompany shipments? Answer: Yes.

Where can I procure such forms? Answer: Any customs house can supply invoice form, the railways the bills of lading.

WHOLESALE GROCERS IN TORONTO AND MONTREAL

Will you kindly furnish us with a list of a few of the wholesale grocers in Toronto and Montreal? — George McDaid, Port Arthur, Ont.

Answer. — The following are wholesale grocers in Toronto and Montreal. Toronto: Armstrong & Paffard, Ltd., Yonge St.; A. Broudy & Co.; Canada Brokerage Co., Front St.; Eby-Blain Ltd., Cor. Front and Scott Sts.; H. P. Eckardt & Co., Church St.; Fine & Rubin; Groceries Ltd., Front St.; F. W. Humphrey, Front St.; T. Kinnear & Co., Front St.; Jas Lumbers & Co., Front St.; Medland Bros., Ltd., Front St.; Parsons, Brown & Co.; Perkins, Ince & Co., Front St.; Jos. Prager; Scott Bros.; John Sloan & Co., Church St.; Warren Bros. & Co., Ltd., Queen and Portland Sts. Montreal: P. Adelstein, Bergeron, Whissell & Co., Birks, Corner & Co., D. C. Brosseau & Co., S. J. Carter & Co., L. Chaput, Fils & Co., Ltd., Couvrette & Sauriol, Ltd., Forbes Bros., 156 McGill St., Wm. Galbraith & Son, Hudon Hebert & Co., Ltd., Hudon & Orsali, Ltd., Lacaille, Gendreau & Co., Laporte-Martin, Ltd., Larue & Cloutier, M. Lavut & Son, Lalonde & Desroches Ltd., Law, Young & Co., Mathewson's Sons, J. Myerson & Son, D. W. Ross & Co., F. X. St. Charles & Co., Standard Imports Ltd., Watt & Gordon.

EGG CRATES AND FILLERS

Will you please tell us where we can procure egg crates in knocked down state? That is the material all cut and ready to put together. Also where can the fillers be procured?—E. Berwick & Co., Shelburne, Ont.

Answer.—The following firms are manufacturers of egg crates and fillers: Wm. Cane, Sons & Co., Newmarket, Ont.; Miller Bros., 20-38 Dowd St., Montreal, Can.; Trent Mfg. Co., Trenton, Ont.; Walter Woods & Co., Hamilton, Ont.; Cumber-Dowsell Ltd., Hamilton, Ont.; A. B. Scott Ltd., Niagara Falls, Ont.

MINERAL WATER BOTTLES AND FLAVORINGS

Would you kindly favor me with the names and addresses of makers of mineral water bottling machinery, also manufacturers of bottles and caps and some of the most reliable houses for syrups and flavorings used in the manufacture of soft drinks?—Arthur H. Pilcher, Kentville, N.S.

Answer.—Mineral water bottling machinery may be purchased from Wilson & Warden, 358 Duchess St., Toronto, Ont.; Wilson & Cousins, 35 McCaul St., Toronto, Ont.

Bottles: Dominion Glass Co., Ltd., Toronto, Ont.; Dominion Bottle Co., 198 Chestnut St., Toronto, Ont.

Caps: Anchor Cap & Closure Corp., 50 Dovercourt Road, Toronto, Ont.; Dominion Crown Cork Co., 150 Pears Ave., Toronto, Ont.

Syrups and Flavorings: The Bowes Co., Toronto; Imperial Extract Co., Toronto, Ont.; J. J. McLaughlin Co., 145 Sherbourne St., Toronto, Ont.

MANUFACTURERS AND WHOLESALE OF BINDER TWINE

Please give me the names of manufacturers or wholesalers in Western Canada selling binder twine.—Est. Dr. Windt, Fowler, Alta.

Answer.—Plymouth Cordage Co., Welland, Ont.; Independent Cordage Co., Ltd., 55 Colborne St., Toronto, Ont.; Consumers' Cordage Co., 9 Church St., Toronto, Ont.; Consumers' Cordage Co., Montreal, Can.; Brantford Cordage Co., Brantford, Ont. 33" x 14' Uutnam, arranged for Motor Drive.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date.....191..

Please give me information on the following:Name

Address

.....
.....
.....
.....

CANADIAN STRAWBERRIES

With the hot weather of last two weeks still continuing, berries will be on with a rush. Crop is good, but get your orders in early, as dry weather will make crops clean up quick.

CANTELOUPES CANTELOUPES

Finest quality ever received from California. "Poppy" Brand, steady supplies from now on.

TEXAS - TOMATOES - TEXAS

Very fine quality this year. 4 and 6 basket crates.

GEORGIA - PEACHES - GEORGIA

Good keeping varieties coming now and quality never was finer.

CALIFORNIA GRAPEFRUIT and VALENCIA ORANGES

Sound, fine colour and eating.

CALIFORNIA LEMONS

Big demand. Hot weather. Rush orders.

BANANAS BANANAS BANANAS

Our branches can supply you with the best.

WATERMELONS WATERMELONS

Now coming regularly at reasonable prices.

Everything grown in fruit and vegetables.

PETERS DUNCAN LIMITED

Head Office: 88 FRONT STREET, E.

TORONTO

Branches: NORTH BAY

SUDBURY

COBALT

TIMMINS



Furnivall's

Furnivall's Jams are dependable sellers because their goodness appeals to the most particular people. Repeats are sure with Furnivall's. Are you selling them?

FURNIVALL-NEW,
Limited

Hamilton Canada

Canada Food Board License,
No. 14-167

AGENTS—The City of Ottawa and the Lower Provinces (except Cape Breton): Messrs. Geo. Hodge & Son, Ltd., Montreal, Que. Ontario: MacLaren Imperial Cheese Co., Ltd., Toronto, Ont. Manitoba: H. L. Perry Co., Winnipeg, Man. Hamilton: R. M. Griffin. Cape Breton, N.S.: O. N. Mann, Turnbull Bldg., Sydney, N.S.

Canada Beaver Brand Brooms



All grades of Brooms. Best material of Illinois Corn.

10 different grades of whisks.
3 different grades of Toy Brooms.

10 different grades of Household Brooms.

Warehouse Brooms a specialty. Best Maple Hardwood Handles.

Expert Workmen and first-class materials.

The
Canada Broom & Brush Co., Limited
RIDGETOWN, ONT.

Sales Manager

A. B. Campbell, 42 Geoffrey St. Toronto

You Want a Man

Then the first thing to be considered is the kind of man you are looking for.

Your business calls for a man of keen perception; an ambitious man; a man who looks to everything that helps him become efficient in the business he has chosen.

You need just such qualities in the man you are seeking, combined with specialization in your line, and the surest, quickest and most economical way to reach him is through the "WANT AD" columns of CANADIAN GROCER.

The man who takes time to study the pages of Canada's Only Weekly Grocery Paper is ambitious, progressive, has a good understanding of the grocery trade, and is more likely to fill your particular requirements than the haphazard man who never looks beyond to-day.

CANADIAN GROCER is the Trade Show Window for more than 5,600 grocers and their staffs in all parts of Canada. Your message will be read by these wide-awake business men and your choice will be from a select field.

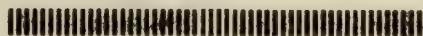
Furthermore, the cost is indeed a small item—2 cents a word first insertion, and 1 cent a word for each subsequent insertion. Five cents extra per insertion if replies are to be sent to Box No. in our care.

Send it right along now. Let CANADIAN GROCER find the man.

Canadian Grocer

143-153 University Avenue
TORONTO, ONTARIO

TEA



JAPANS CEYLONS ASSAMS



We have some fine cup quality lines remaining in stock which we offer at the present low market basis.



Import quotations are all several cents higher.



Complete your purchases for the next four months' requirements at once, and make a worth-while saving.



A postal will bring you samples and prices by return mail.

KEARNEY BROS., Limited
TEA and COFFEE MERCHANTS
33 St. Peter St. ✱ Montreal

Baines

THERE is a good reason
why our Products are
in great demand.

Our Confectionery and Syrups have
pleased the taste of millions from
coast to coast

Baines Limited, Montreal

A. W. BARNUM, Winnipeg and Vancouver



When Writing to Advertisers Kindly
Mention this Paper

Dole Bros. Hops & Malt Co.

BOSTON, MASS., U.S.A.

"SUPERIOR" BRAND HOPS

FOR FAMILY TRADE

They are carefully selected and packed for the Canadian trade, in cases of 10, 15 or 30 lbs. each, containing $\frac{1}{4}$, $\frac{1}{2}$ or 1-lb. packets.

R. E. BOYD & COMPANY

Agents for the Province of Quebec

15 STE. THERESE ST. - - MONTREAL

We need agents to handle our lines,
in Ontario and Western Canada.

Lines sold to Grocers

When writing mention your bankers

Majestic Products Co.

Office: 171 St. James St., Quebec, Que.



CATCH THE FLY

By using our

National Fly Catcher

Clean Sanitary Easy to use

Made in Canada by the

National Fly Catcher Co., Ltd.

Order from your
Wholesaler

1598 Delorimier Ave.
Montreal

Oranges

California Lemons

and Early Vegetables

We Invite Correspondence

LEMON BROS.

Owen Sound, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$83.20
PER INCH PER YEAR

JAMS

DOMINION CANNERS, LTD.
Hamilton, Ont.

"Aylmer" Pure Jams and Jellies.
Guaranteed Fresh Fruit and
Pure Sugar Only.

Screw Vav top Glass Jars, 16 oz. glass, 2 doz. case.	Per doz.
Blackberry	\$3 35
Current, Black	3 95
Pear	3 25
Peach	3 25
Plum	2 95
Raspberry, Red	3 95
Apricot	3 35
Cherry	3 45
Gooseberry	3 35

"AYLMER" PURE ORANGE MARMALADE

Tumblers, Vacuum Top, 2 doz. in case	\$2 30
12 oz. Glass, Screw Top, 2 doz. in case	2 55
16 oz. Glass, Screw Top, 2 doz. in case	3 25
16 oz., Glass, Tall, Vacuum, 2 doz. in case	3 25
2's Tin, 2 doz. per case	5 10
4's Tins, 12 pails in crate, per pail	0 82
5's Tin, 8 pails in crate, per pail	1 01
7's Tin or Wood, 6 pails in crate	1 42
30's Tin or Wood, one pail in crate, per lb.	0 20

PORK AND BEANS "DOMINION BRAND"

Individual Pork and Beans, Plain, 75c. or with Sauce, 4 doz. to case	\$0 85
1's Pork and Beans, Flat, Plain, 4 doz. to case	0 92½
1's Pork and Beans, Flat, Tom. Sauce, 4 doz. to case	0 95
1's Pork and Beans, Tall, Plain, 4 doz. to case	0 95
1's Pork and Beans, Tall, Tomato or Chili Sauce, 4 doz. to the case	0 97½
1½'s (20 oz.) Plain, per doz.	1 25
Tomato or Chili Sauce ... 1 27½	
2's Pork and Beans, Plain, 2 doz. to the case	1 50
2's Pork and Beans, Tomato or Chili Sauce, Tall, 2 doz. to case	1 52½
2½'s Tall, Plain, per doz.	2 00
Tomato or Chili Sauce ... 2 35	
Family, Plain, \$1.75 doz.; Family, Tomato Sauce, \$1.95 doz.; Family, Chili Sauce, \$1.95 doz. The above 2 doz. to the case.	

CATSUPS—In Glass Bottles

½ Pts., Aylmer Quality	\$1 90
Pts., Aylmer Quality	2 35
Gallon Jugs, Aylmer Quality 1 62½	
Pints, Delhi Epicure	2 70
½ Pints, Red Seal	1 45
Pints, Red Seal	1 90
Qts., Red Seal	2 45
Gallons, Red Seal	6 45

BORDEN MILK CO., LTD. CONDENSED MILK

Terms, net, 30 days.	
Eagle Brand, each, 48 cans	\$9 60
Reindeer Brand, each 48 cans	9 15
Silver Cow, each 48 cans	8 40
Gold Seal, Purity, each 48 cans	8 25
Mayflower Brand, each 48 cans	8 25

Challenge Clover Brand, each 48 cans

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	\$6 65
Jersey Brand, Hotel, each 24 cans	6 65
Peerless Brand, Hotel, each 24 cans	6 65
St. Charles Brand, Tall, each 48 cans	6 75
Jersey Brand, Tall, each 48 cans	6 75
Peerless Brand, Tall, each 48 cans	6 75
St. Charles Brand, Family, each 48 cans	5 75
Jersey Brand, Family, each 48 cans	5 75
Peerless Brand, Family, each 48 cans	5 75
St. Charles Brand, small, each 48 cans	2 90
Jersey Brand, small, each 48 cans	2 90
Peerless Brand, small, each 48 cans	2 90

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	\$6 25
Reindeer Brand, small, each 48 cans	6 50
Regal Brand, each 24 cans	5 90
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. CLARK, LIMITED MONTREAL

Compressed Corn Beef—½s, \$2.85; 1s, \$4.85; 2s, \$9.25; 6s, \$34.75.	
Lunch Ham—1s, \$6.95; 2s, \$13.85.	
Ready Lunch Beef—1s, \$4.90; 2s, \$9.45; 2s, \$9.25.	
English Brawn — ½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Boneless Pig's Feet—½s, \$2.85; 1s, \$4.45; 2s, \$9.25.	
Ready Lunch Veal Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef-Ham Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Beef Loaf—½s, \$2.40; 1s, \$4.40.	
Ready Lunch Asst. Loaves—½s, \$2.45; 1s, \$4.45.	
Geneva Sausage—1s, \$4.35; 2s, \$8.73.	
Roast Beef—½s, \$2.85; 1s, \$4.75; 2s, \$9.45; 6s, \$34.75.	
Roast Mutton—\$6.95; 2s, \$12.95; square cans, \$45.00.	
Boiled Mutton—1s, \$6.95; 2s, \$12.95; \$29.90; 6s, \$45.	
Boiled Beef—1s, \$4.80; 2s, \$9.25; 6s, \$34.75.	
Jellied Veal—½s, \$3.25; 1s, \$4.80; 2s, \$9.25.	
Cooked Tripe—1s, \$2.90; 2s, \$4.90.	
Stewed Ox Tail—1s, \$2.40; 2s, \$4.40.	
Stewed Kidney—1s, \$4.40; 2s, \$8.40.	
Mince Collops—½s, \$1.90; 1s, \$3.85; 2s, \$6.90.	
Sausage Meat—1s, \$3.90; 2s, \$7.80.	
Corn Beef Hash—½s, \$1.90; 1s, \$3.90; 2s, \$5.90.	
Beef Steak and Onions—½s, \$2.90; 1s, \$4.90; 2s, \$8.90.	
Jellied Hocks—2s, \$9.90; 6s, \$30.00.	
Irish Stew—1s, \$2.90; 2s, \$5.80.	
Cambridge Sausage—1s, \$4.40; 2s, \$8.40.	
Boneless Chicken—½s, \$5.90; 1s, \$9.00.	
Boneless Turkey — ½s, \$5.90; 1s, \$9.00.	
Ox Tongue—½s, \$3.90; 1s, \$8.40; 1½s, \$13.40; 2s, \$17.20; 3½s, \$29.70; 6s, \$45.	
Lunch Tongue—½s, \$3.90; 1s, \$6.90.	
Beef Suet—1s, \$6.40; 2s, \$12.40.	

Can You Tell Which Way The Wind is Blowing?

You don't have to see an entire strawstack scurrying across a field to know which way the wind is blowing.

The continued and remarkable increased output of *Post Toasties* is more than a significant indication of the trend of popular taste and choice.

Post Toasties

yield splendid profit to dealers, are heavily advertised, and a liberal sales policy guarantees sales and co-operates with up-to-date selling helps.



There are lots of good things you can say about Gold Dust. But you don't have to stop to say them. They are already known.

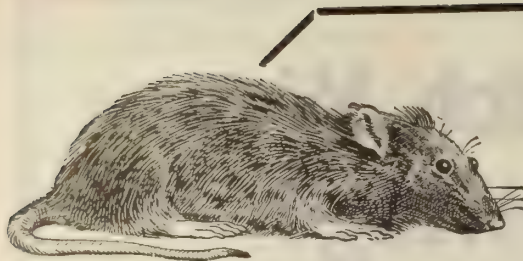


MADE IN CANADA

THE N. K. FAIRBANK COMPANY
LIMITED MONTREAL

Let the GOLD DUST
TWIN\$ do your work





RID- OF- RATS

If we want to feed starving Europe it behooves us to kill off Rats and Mice that destroy foodstuff to the value of about \$500,000,000.00 per annum. Use Rid-of-Rats. It is non-poisonous and can be used everywhere. No stench-creating dead bodies. Rodents leave premises before dying. Only patented Non-Poisonous Exterminator in the World. Made only by the Patentees.

Price—15 cents per box, \$1.80 per doz., \$1.00 per lb. in bulk

BERG & BEARD MFG. CO., Inc.
100 Emerson Place Brooklyn N. Y.



MACARONI

The pure food that builds Muscle and Bone at small expense

**FULLY GUARANTEED and
Very Profitable to the Grocer.**

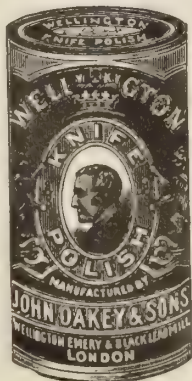
MANUFACTURED BY THE
**Columbia Macaroni Co.
LIMITED**
LETHBRIDGE ALTA.

Dominion Spring Clothes Pins



An excellent pin that will please the housewife. You can get a supply from any good Wholesale Grocer or Jobber.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



Oakey's "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of Emery Cloth,
Black Lead, Glass Paper, &c.

LONDON, S.E., ENGLAND

AGENT:

Geo. B. Jenkinson, 78 Wellington Street
North, Hamilton, Ontario.

Mince Meat (Tins)—1s, \$2.90; 2s, \$4.00; 5s, \$12.90.
Mince Meat (bulk)—5s, 17c; 10s, 16c; 25s, 15; 50s, \$15.
Chateau Brand Pork and Beans, with Tomato Sauce—Ind., \$1.05; 1s, \$1.65; 2s, \$2.35; 3s, \$3.50.
With Plain Sauce—Ind., 95c; 1s, \$1.60; 2s, \$2.30; 3s, \$3.30.

Chateau Brand Concentrated Soups—Celery, \$1.25; Consomme, \$1.25; Green Peas, \$1.25; Julienne, \$1.25; Mulligatawny, \$1.45; Mutton Broth, \$1.25; Ox Tail, \$1.25; Pea, \$1.25; Scotch Broth, \$1.25; Vegetable, \$1.25; Chicken, \$1.45; Mock Turtle, \$1.45; Tomato, \$1.25; Vermicelli Tomato, \$1.25; Assorted, No. 1, case, \$1.35; Soups and Bouilli, 6s, \$13.25.

Clark's Pork and Beans, Tomato Sauce, Blue Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.85; 2s, \$1.90; 3s, \$2.50; 6s, \$8; 12s, \$16.
Plain Sauce, Pink Label—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90; 3s (talls), \$2.50; 6s, \$8; 12s, \$12.

Chili Sauce (red and gold label)—Ind., 85c; 1s, \$1.00; 1½s, \$1.45; 2s, \$1.90.

Vegetarian Baked Beans and Tomato Sauce—2s, \$1.90.
Sliced Smoked Beef—½s, \$2.35; 1s, \$3.75; 4s, \$24.

Canadian Boiled Dinner—1s, \$2.35; 2s, \$5.95.

Army Rations—Beef and Vegetables, 1s, \$2.25; 2s, \$4.95.

Spaghetti with Tomato Sauce with Cheese—½s, \$1.35; 1s, \$1.85; 3s, \$3.25.

Tongue, Ham and Veal Pates—½s, \$2.30.

Ham and Veal Pates—½s, \$2.30.
Smoked Vienna Style Sausage—½s, \$2.45.

Pate De Foie—¼s, 75c; ½s, \$1.40.

Plum Pudding—½s, \$1.90; 1s, \$3.85.

Potted Beef Ham—¼s, 75c; ½s, \$1.40.

Beef—¼s, 75c; ½s, \$1.0.

Potted Tongue—¼s, 75c; ½s, \$1.40.

Potted Game (Venison)—¼s, 75c; ½s, \$1.40.

Potted Veal—¼s, 75c; ½s, \$1.40.

Potted Meats (Assorted)—¼s, 80c; ½s, \$1.45.

Deviiled Beef Ham—¼s, 75c; ½s, \$1.40.

Deviiled Beef—¼s, 75c; ½s, \$1.40.

Deviiled Tongue—¼s, 75c; ½s, \$1.40.

Deviiled Veal—¼s, 75c; ½s, \$1.40.

Deviiled Meats (Assorted)—¼s, 80c; ½s, \$1.45.

In Glass Goods
Fluid Beef Cordial—20 oz. bottles, \$10; 10 oz., \$5.

Ox Tongue—1½s, \$14.50; 2s, \$19.70.

Lunch Tongue (in glass)—1s, \$9.90.

Sliced Smoked Beef (in glass)—¼s, \$1.80; ½s, \$2.80; 1s, \$3.90.

Mincemeat (in glass)—1s, \$3.25.

Potted Chicken (in glass)—¼s, \$2.40.

Ham (in glass)—¼s, \$2.40.

Tongue (in glass)—¼s, \$2.40.

Venison (in glass)—¼s, \$2.40.

Meats, Assorted (in glass)—\$2.45.

Chicken Breast (in glass)—½s, \$8.90.

Tomato Ketchup—8s, \$2.20; 12s, \$2.75; 16s, \$3.40.

Chili Sauce—10 oz., \$3.25.

Spaghetti with Tomato Sauce—½s, \$1.40; 1s, \$1.90; 3s, \$3.30.

Peanut Butter—¼s, \$1.85; ½s, \$1.85; 1s, \$2.25; in pails, 5s, 26c; 12s, 24c; 24s, 23c; 50s, 23c.

**COLMAN'S OR KEEN'S
MUSTARD**

Per doz. tins
D.S.F., ¼-lb. \$2 80

D.S.F., ½-lb. 5 30

D.S.F., 1-lb. 10 40

F.D., ¼-lb.

Per jar
Durham, 1-lb. jar, each ... \$0 60

Durham, 4-lb. jar, each ... 2 25

**CANADIAN MILK PRODUCTS,
LIMITED,**

Toronto and Montreal
KLIM

Hotel \$18 50

Household size 8 25

Small size 5 75

F.o.b. Ontario jobbing points, east of and including Fort William

Freight allowance not to exceed

50c per 100 lbs., to other points, on 5-case lots or more.

THE CANADA STARCH CO., LTD.

Manufacturers of the
Edwardsburg Brands Starches

Laundry Starches—

Boxes Cents

40 lbs., Canada Laundry09½

40 lbs., 1-lb. pkg., Canada White or Acme Gloss10

48 lbs., No. 1 White or Blue Starch, 3-lb. cartons10½

100-lb. kegs, No. 1 white10

200-lb. bbls., No. 1 white10

30 lbs., Edwardsburg Silver Gloss, 1-lb. chromo pkgs.11½

48 lbs., Silver Gloss, in 6-lb. tin canisters13

36 lbs., Silver Gloss, in 6-lb. draw lid boxes13

100 lbs., kegs, Silver Gloss, large crystals11

40 lbs., Benson's Enamel, (cold water), per case ... 8.25

Celluloid, 45 cartons, case ... 4.50

Culinary Starch

40 lbs., W. T. Benson & Co.'s Celebrated Prepared11½

40 lbs., Canada Pure or Challenge Corn09¾

20-lb. cases Refined Potato Flour, 1-lb. pkgs.16

(20-lb. boxes, ¼c higher, except potato flour)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz ... 1 50

Knox Plain Sparkling Gelatine (makes 4 pints), per doz ... \$2 00

Knox Acidulated Gelatine (Lemon Flavor), makes 4 pints, per doz. ... 2 10

SYRUP

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP

Perfect Seal Jars, 3 lbs. 1

doz. in case ... \$4.00

2-lb. tins, 2 doz. in case ... 5.15

5-lb. tins, 1 doz. in case ... 5.75

10-lb. tins, 1 doz. in case ... 5.45

20-lb. tins, ¼ doz. in case ... 5.40

(Prices in Maritime Provinces 10c per case higher)

Barrels, about 700 lbs. \$0 07½

Half bbls., about 350 lbs. 0 08

¼ bbls., about 175 lbs. 0 08½

2-gal. wooden pails, 25 lbs. 2 45

3-gal. wooden pails, 38½ lbs. 3 65

5-gal. wooden pails, 65 lbs. 5 90

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case ... \$5 65

5-lb. tins, 1 doz. in case ... 6 25

10-lb. tins, ½ doz. in case ... 5 95

20-lb. tins, ¼ doz. in case ... 5 90

(5, 10, and 20-lb. tins have wire handles)

MOZOLA COOKING OIL

Toronto Montreal

Pints, 2 doz., case ... 9 00

Quarts, 1 doz., case ... 8 25

Gallons, ½ doz., case ... 15 00

INFANTS' FOOD

MAGOR, SON & CO., LTD.

Robinson's Patent Barley—Doz.

1 lb. \$4 00

½ lb. 2 00

Robinson's Patent Groats—

1 lb. 4 00

½ lb. 2 00

NUGGET POLISHES

Doz.

Polish, Black, Tan, Toney Red and Dark Brown ... \$1 15

Card Outfits, Black and Tan ... 4 15

Metal Outfits, Black and Tan ... 4 85

Creams, Black and Tan ... 1 25

White Cleaner ... 1 25

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

EMPIRE BRANCH

Black Watch, 10s, lb. \$1 20

Bobs, 12s ... 1 00

Currency, 12s ... 1 00

Stag Bar, 9s, boxes, 6 lbs. ... 1 05

Pay Roll, thick bars ... 1 25

Pay Roll, plugs, 10s, 6-lb. ¼ caddies ... 1 25

Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. 1 08

Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes ... 1 12

Forest and Stream, tins, 9s, 2-lb. cartons ... 1 44

SALMON

Here's a line which is now having a big sale, and we have not for years seen the market so bare of desirable qualities. The Sockeye variety is practically exhausted. However we have some bang-up values in our special lines and can confidently recommend that you secure your requirements of these kinds while they last, for the heavy demand that is now on will soon clear out the stocks of better grades.

Herald	1 ^s	Tall Fancy Northern Pink	2.85
Courtier	1 ^s	" Choice Red	- 3.75
Victor	1 ^s	" Fancy Red Spring	4.25
"	1/2 ^s	Flat " " "	2.35

Bear in mind these are extra good quality and you will make no mistake by sending us an order.

H. P. ECKARDT & CO
WHOLESALE GROCERS
 CHURCH STREET & ESPLANADE TORONTO

Field & Co.

(Fruit Merchants) Ltd.

40-41-42, KING WILLIAM ST.
LONDON, E.C. 4, ENGLAND

Cables: "Loudly, London"
Codes (Private): A. B. C. 4th and 5th Editions.
Western Union and Bantleys.

Direct Shippers

Portuguese Sardines, French Sardines Norwegian Brisling, Sild, Herrings, &c; Dried Fruits, Currants, Dates, Raisins, Evaporated Fruits; Almonds and Nuts of all kinds; Shelled and Prepared Almonds; Almonlike (substitute for Prepared Almonds); Shelled Walnuts and Kernels; Spices, Rices, Tapiocas, &c.; Confectionery, Chemicals, &c.

Proprietors of

Turban BRAND BUSREH Dates

IN CARTONS. Cases each 60 nominal pounds

Turban COMPLETE Puddings

Whole Rice Custard
Barley Flake Custard
Sago Custard

Ground Rice Custard
Tapioca Custard
Semolina Custard

All ingredients in the packet. [No Eggs, Sugar or Milk required. A quart of water and a packet of Turban gives a rich milky pudding for six persons. Cases each 6 dozen assorted.

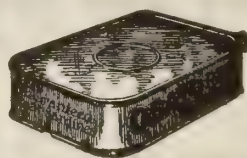
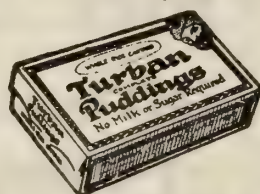
OBAYO REAL SARDINES

The Elite of the Sea

Guaranteed real Sardines, carefully packed in pure oil. Of high grade quality and fine flavor. Attractive gold and blue labels.

Packed in following sizes, 22 m/m. ¼-club. Nominal 10 oz., 12 oz. and 18 oz. All with keys.

Special Quotations upon Application.



Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Forest and Stream, 1-lb. glass humidors	1 75
Master Workman, bars, 7s, 3½ lbs.	1 20
Derby, 9s, 4-lb. boxes	1 08
Old Virginia, 12s	1 50
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

WM. H. DUNN, LTD., Montreal
BABBITS

Soap Powder, case 100 pkgs.	\$5 65
Cleanser, case 50 pkgs.	3 10
Cleanser (Kosher), cs. 50 pkgs.	3 10
Pure Lye, case of 4 doz.	5 95

JELL-O

Made in Canada

Assorted case, contains 4 doz.	\$5 40.
Lemons, 2 doz.	2 70
Orange, 2 doz.	2 70
Raspberry, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Chocolate, 2 doz.	2 70
Cherry, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Weight, 8 lbs. to case. Freight rate second class	

JELL-O ICE CREAM POWDERS

Made in Canada

Assorted case, contains 2 doz.	\$2 70
Chocolate, 2 doz.	2 70
Vanilla, 2 doz.	2 70
Strawberry, 2 doz.	2 70
Unflavored, 2 doz.	2 70
Weight, 11 lbs. to case. Freight rate second class	

BLUE

Keen's Oxford, per lb.	\$0 24
In cases 12-12 lb. boxes to case	0 25

COCOA AND CHOCOLATE

THE COWAN CO., LTD.
Stirling Road, Toronto, Ont.

Cocoa

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	\$4 60
Perfection, ½-lb. tins, doz.	2 45
Perfection, ¼-lb. tins, doz.	1 35
Perfection, 10c size, doz.	0 95
Perfection, 5-lb. tins, per lb.	0 37
Supreme Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box, doz.	2 75
Soluble Cocoa Mixture (Sweetened) 5 and 10-lb. tins, per lb.	0 24

(Unsweetened Chocolate)

Supreme Chocolate, 12-lb. boxes, per lb.	0 36
Supreme Chocolate, 10c size, 2 doz. in box, per box	1 80
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE— Per lb.

Eagle Chocolate, ¼s, 6-lb. boxes	0 32
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case.	0 31
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 32
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 33
Diamond Crown Chocolate, 28 cakes in box	1 10

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	\$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 42

Milk Croquettes, 5-lb. boxes, 30 boxes in case, per lb.	0 42
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 38
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 1 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Vanilla Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
No. 1 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 38
No. 2 Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 35
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 41
Nut Milk Chocolate, ¼s, 4-lb. box, 35 boxes in case, per lb.	0 43
Nut Milk Chocolate, lbs. 6-lb. box, 5 div. to cake, per lb.	0 38
Nut Milk Chocolate, 5-cent squares, 20 squares to cake, packed 3 cakes to box, per box	\$2 25
Fruit and Nut Milk Chocolate 2-lb. cakes, each 20 div., 3 cakes to box, 35 boxes to case, per box	2 25

MISCELLANEOUS

Maple Buds, fancy, nearly 1 lb., ½ doz. in box, per doz.	\$5 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	2 60
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	5 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	2 60
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Crystallized Ginger, ½ lb., 1 doz. in box, per doz.	2 60
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per lb.	0 41
Triumph Chocolate, ¼s, 4-lb. boxes, 35 boxes in case, per box	0 43
Triumph Chocolate, ½-lb. cakes, 4 lb., 35 boxes in case, per lb.	0 41
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
120-1c. Milk Chocolate Sticks, 60 boxes in case.	0 80

5c LINES

Toronto Prices
Per box

Filbert Nut Bars, 24 in box, 60 boxes in case	\$0 95
Almond Nut Bars, 24 in box, 60 boxes in case	0 95
Puffed Rice Bars, 24 in box, 50 boxes in case	0 95
Ginger Bars, 24 in box, 50 boxes in case	0 95
Fruit Bars, 24 in box, 50 boxes in case	0 95
Active Service Bars, 24 in box, 50 boxes in case	0 95
Victory Bar, 24 in box, 60 boxes in case	0 95
Queen's Dessert Bar, 24 in box, 50 boxes in case.	0 95
Regal Milk Chocolate Bar, 24 in box, 50 boxes in case	0 95
Royal Milk Cakes, 24 in box, 50 boxes in case	0 95
Cream Bars, 24 in box, 50 boxes in case, per box.	1 00
Maple Buds, 6c display boxes, 6c pyramid packages, 6c glassine envelopes, 4 doz. in box	1 90

10c LINES

Maple Buds, 10c, 1 doz. in box, 50 boxes in case, per doz.	\$0 95
Medallions, 10c, 1 doz. in box, 50 boxes in case, per doz.	0 95

Peaches, Plums Apricots

Now arriving from the Coast

California Cantaloupes

Canadian Strawberries

Oranges Lemons

Bananas

White & Co., Limited

Fruit Market

TORONTO

Shipments made to all out of town points
Main 6243

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We are pleased to advise the
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Prices *right*. Quality as usual.

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IN a particular Canadian town, there were two general merchants who kept, besides others, a line of men's wear. Both were making about the same turnover, both were prospering. Then, something began to happen; Brown's trade began to fall off; his haberdashery sales became fewer and farther between; on the other hand, Jones' store took on a more prosperous appearance, once a week or so one of his show windows displayed an attractive line of haberdashery, men of the place began to go to Jones to see the latest lines. Why? Because Jones kept in touch with the men's wear trade; he knew where to buy to best advantage; he knew the latest styles and sold them; in fact, he knew that particular part of his business thoroughly. How? By reading a trade paper on men's wear, one which was an authority on the subject. In fact, he read

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The newest novelties;
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It taught him—

The rudiments of window dressing;
The correct use of show cards, and their writing;
The art of being a salesman;
The science of bookkeeping, and a mint of other things.

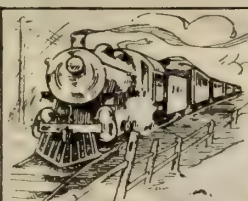
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MEN'S WEAR REVIEW

143-153 University Avenue
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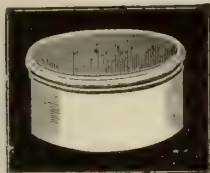
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Latest Editorial Market News



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These one-inch spaces
only \$1.60 per insertion
if used each issue in the
year.

Action against the master bakers and retail merchants of Halifax with regard to the high cost of bread has been recommended by Dr. R. J. McFall, the Cost of Living Commissioner, but has not yet been acted upon by the Justice Department.

Dr. McFall stated that last fall he recommended to the Minister of Labor that the price of bread should not be allowed to be increased. No action was taken on this recommendation.

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For immediate or future deliveries.

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20 Front Street East, Toronto

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
1/4-INCH CUSHION FILLERS
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to prevent children from
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and poisoned flies dropping
into foods or drinks.

WANTED

EGGS AND POTATOES

We pay highest market prices.

Write us for information

NAPOLEON MORRISSETTE
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Wanted

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Advertisements under this heading 2c per word for first insertion. 1c for each subsequent.

Where copies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

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WANTED—YOUNG MAN WITH GROCERY experience who can prepare literature and write advertisements and who has had some knowledge of salesmanship. Must be careful and energetic. Splendid opportunity afforded the right party for advancement. In writing, state complete experience, age, names of previous employers, references, etc. Apply Box 612, Canadian Grocer, 143-153 University Ave., Toronto.

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FOR SALE—SPLENDID GENERAL GROCERY business, together with solid brick store and residence, four miles from city limits. A good turnover and no opposition. A fine opportunity to build up a big business. Apply Box 658, Canadian Grocer, 143 University Ave., Toronto, Ont.

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EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

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you desire on
matters pertain-
ing to the trade
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swered through
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TORONTO

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TRANSLATIONS

ENGLISH INTO FRENCH — COMMERCIAL, Financial and Technical Literature. Advertising booklets, catalogues, circulars, posters. Private correspondence. Manufacturers and Manufacturers' Agents desiring English to French translations will secure expert service at a moderate rate by addressing Leon A. Archambault, P.O. Box 135, Station B, Montreal.

WANTED

WANTED—EXPERIENCED GROCERY SALES-man for first-class store. Lindsay. Box 500, Canadian Grocer, 143 University Ave., Toronto.

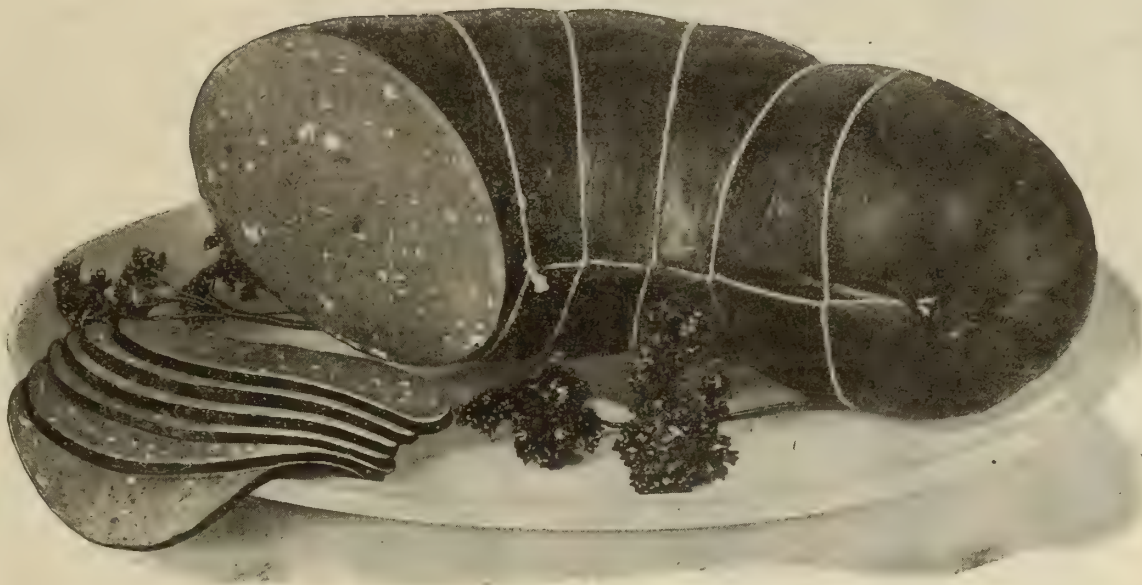
SALESMAN TRAVELLING IN EASTERN Townships, Quebec, calling on grocery and general stores, wants one or two good lines grocers' specialties on commission. Apply Box 654, Canadian Grocer, 128 Bleury St., Montreal.

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The Grocer of to-day
must keep in close touch
with market prices. If
you are a reader of
CANADIAN GROCER
you will be better able
to carry on your business.

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A NICE assortment of Davies Quality Thick Bologna—Davies Quality Ham Bologna—Davies Quality “Lake-side” Bologna—and similar lines, displayed on the counter will attract many a customer. A word from you calling attention to these products and suggesting their seasonableness will lead to good business and keep your provision department busy these warmer days. Let us send you a trial assortment.

*Order
Today*

THE
WILLIAM **DAVIES** COMPANY
LIMITED
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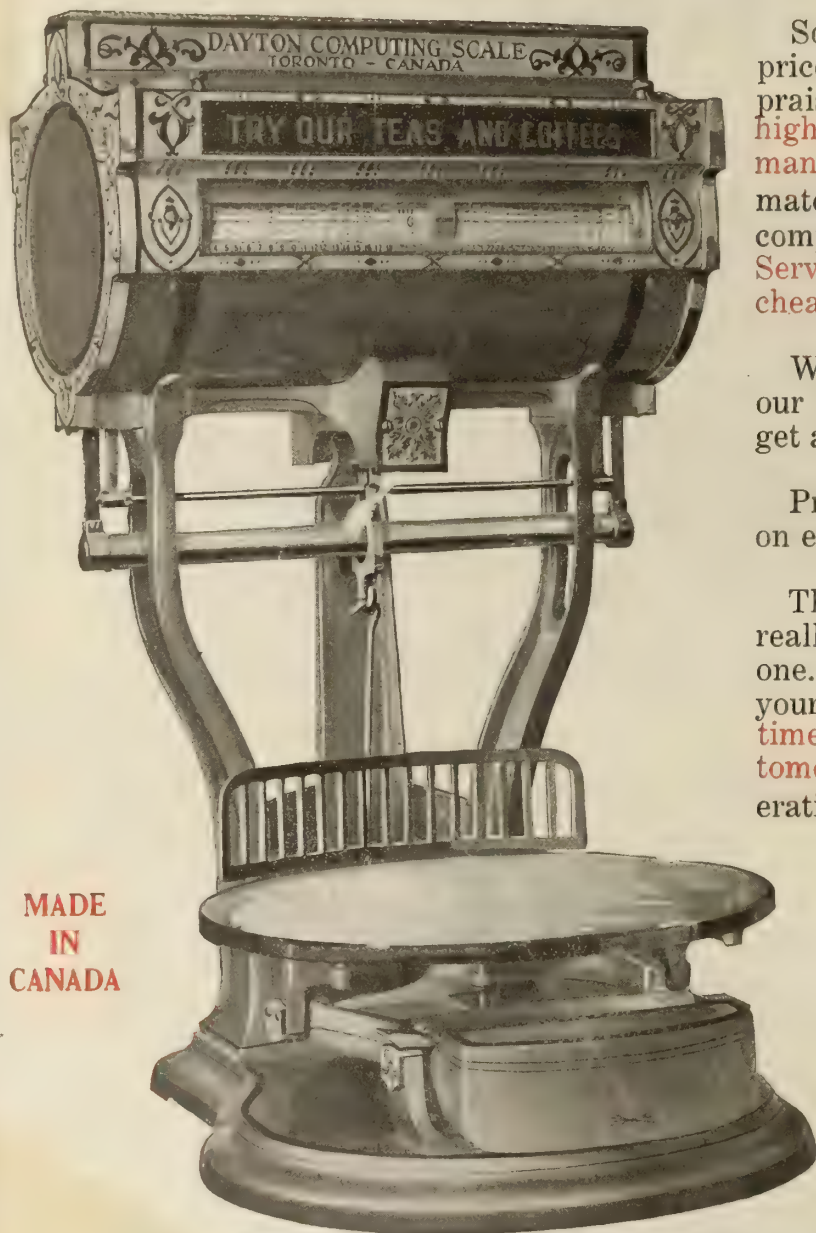
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Today*

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Hamilton

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“If it's a Dayton—it's Right”

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